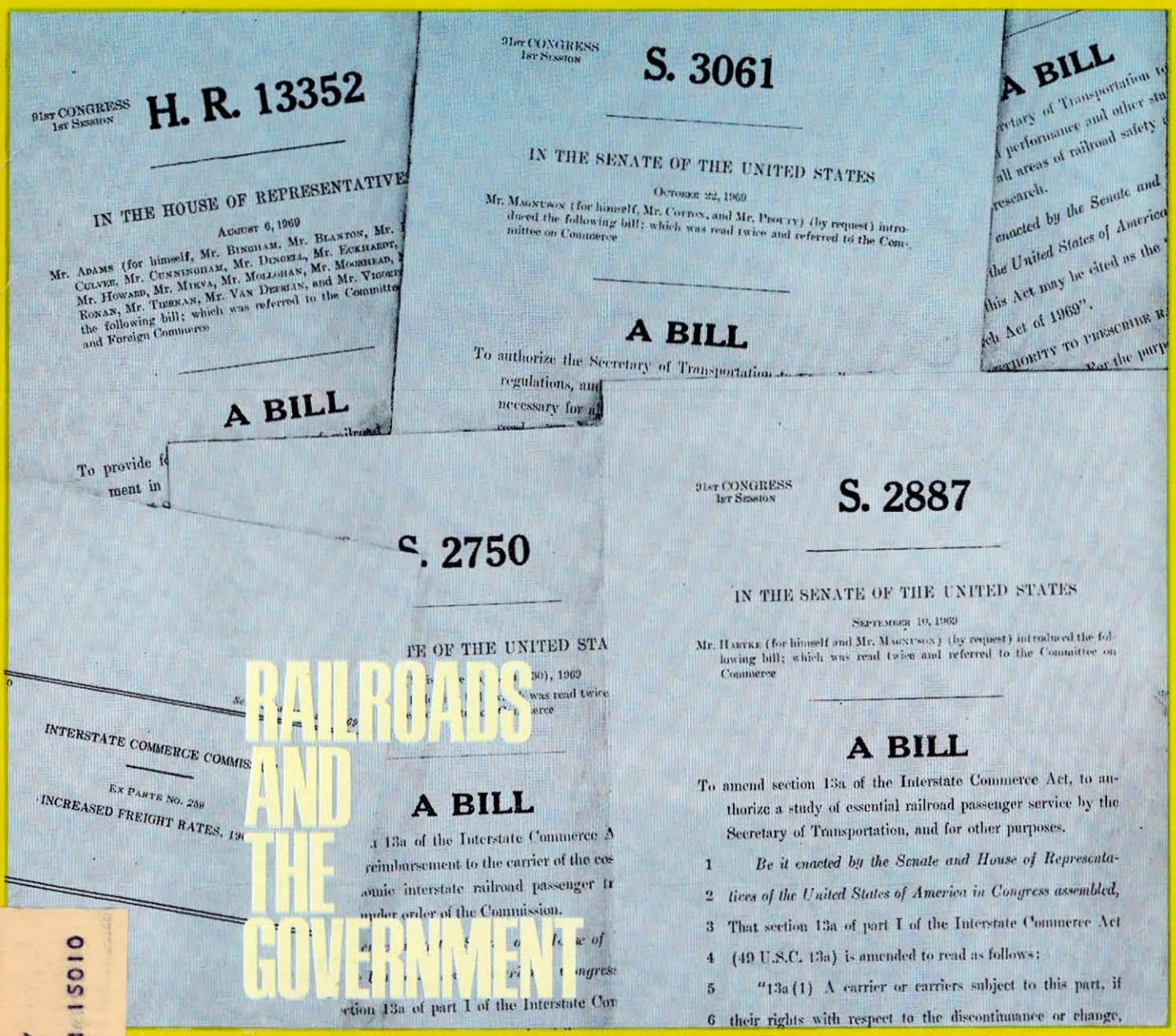
FREIGHT TRAFFIC: SHIPPERS CITE SERVICE IMPROVEMENTS

November 24, 1969

McCARTNEY LIBRARY
GENEVA COLLEGE
NOV 26 19

RAILWAY AGE

THE TRANSPORTATION WEEKLY


91ST CONGRESS
1ST SESSION
H. R. 13352
IN THE HOUSE OF REPRESENTATIVES
A BILL
91ST CONGRESS
1ST SESSION
S. 3061
IN THE SENATE OF THE UNITED STATES
A BILL
A BILL
91ST CONGRESS
1ST SESSION
S. 2887
IN THE SENATE OF THE UNITED STATES
A BILL
To amend section 13a of the Interstate Commerce Act, to authorize a study of essential railroad passenger service by the Secretary of Transportation, and for other purposes.
INTERSTATE COMMERCE COMMISSION
EX PARTE NO. 259
INCREASED FREIGHT RATES, 19

RAILROADS AND THE GOVERNMENT

TOMORROW'S RAILROADS

No. 11

IN A SERIES OF 12

R070 1116
McCARTNEY LIBRARY
GENEVA COLLEGE
BEAVER FALLS PENN 15010

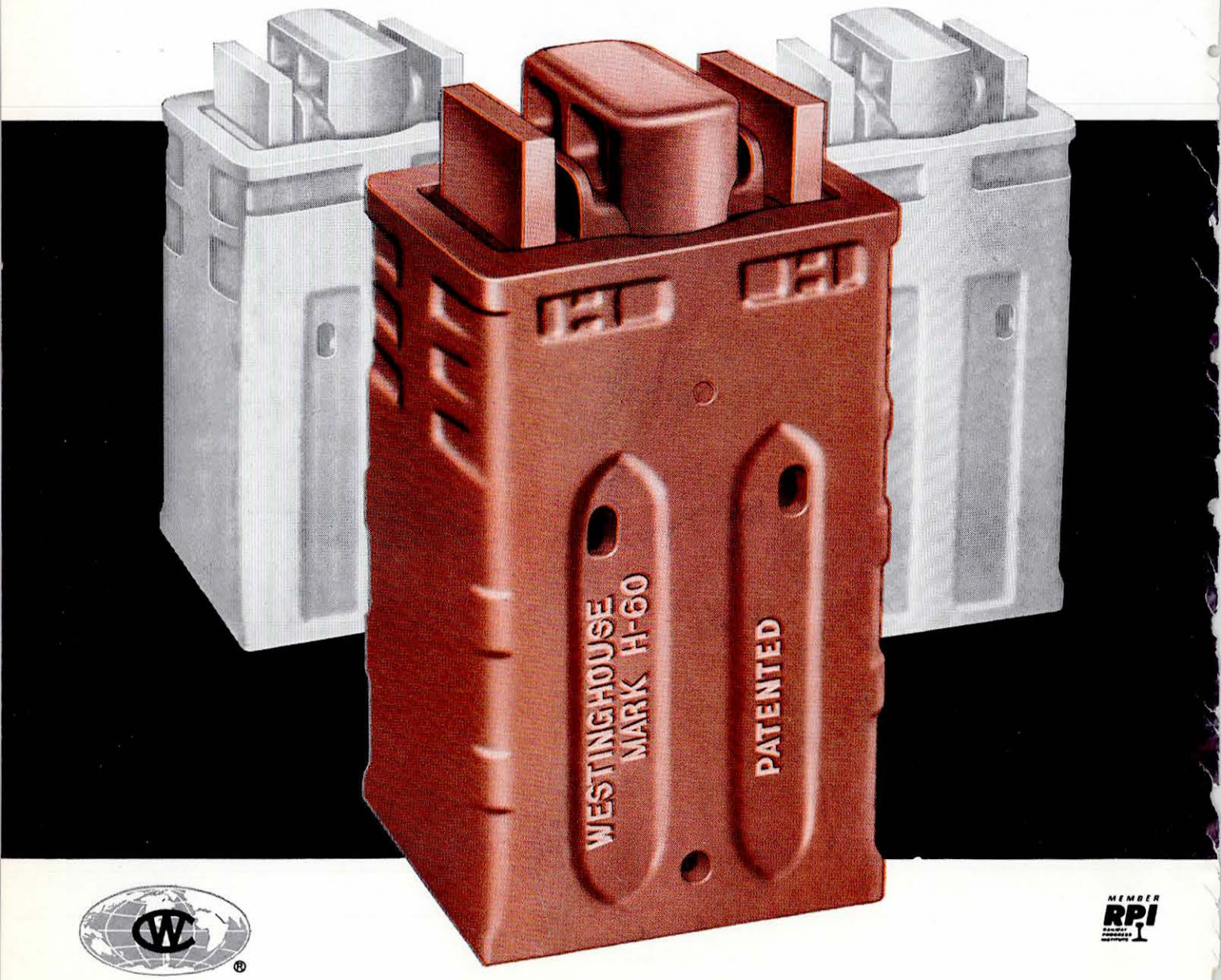
MARK H-60

THE 2-IN-1 GEAR

Six years ago—a challenge—How can one gear be made to do the work of two without an increase in size or travel? In two years, Cardwell Westinghouse Research and Development had the answer—the Mark H-60.

The H-60 has the equivalent energy absorbing capacity of *two* Mark 50 gears. This remarkable achievement in the science of draft gear engineering is accomplished by the addition of a hydraulic booster unit to the normal spring complement. The powerful hydraulic unit supplements the spring resistance to produce the multiplication of total draft gear capacity.

During the four-year period of varying service conditions, the H-60 established a dependable record along with its predecessors—the Mark 50 and Mark R-500. Will meet A.A.R. Specification M-901G. Applicable to all classes of cars with 24⅝ inch pockets. Tomorrow's draft gear is here today—Consider the H-60 as a must for cars 100-ton and over!



MEMBER RPI

CARDWELL WESTINGHOUSE COMPANY

332 SOUTH MICHIGAN AVENUE, CHICAGO, ILLINOIS 60604 • TELEPHONE 312-427-5051

INTERNATIONAL DIVISION SAME ADDRESS

CANADIAN CARDWELL COMPANY LTD., 1875-46th AVENUE, LACHINE 620, QUEBEC • TELEPHONE 514-636-4864

Circle 1 on coupon page 43

Empro®

SIGNS PROVIDE A

Lasting Image!

Lasting, because your message is embedded in a high-strength, sign material, called Empro. It is made of fiber glass reinforced, polyester resin, and resists the rigorous treatment encountered by transportation markings.

Your message becomes an integral part of the Empro panel!

MEMBER RPI

kemlite

KEMLITE CORPORATION
Dept. RA
Post Office Box 429 . Joliet, Illinois 60434

Circle 4 on coupon page 48

You get the know-where fast when you ask Katy to track down a shipment

KATY traces cars with the help of computers. But computers sometimes go astray—as you know if you have ever tangled with a fouled-up computerized statement or a computerized car trace that missed the mark a country mile.

You're never at the mercy of these mod machines when you ship with KATY. Because people using radio, telephone and teletype, as well as the computer, are always on the job to pinpoint the whereabouts of your shipment. In a hurry.

For service that really is personalized, call KATY's nearby representative. Soon.

Count on KATY

MISSOURI-KANSAS-TEXAS RAILROAD CO.
Katy Building, Dallas 75202 • 420 Gimblin Road, St. Louis 63147

Circle 5 on coupon page 48

RAILWAY AGE

November 24, 1969 • Vol. 167, No. 20

THIS WEEK

TOMORROW'S RAILROADS

NO. 11 An exploration of the increasingly important relationship between the railroad industry and government . . . . . p. 25

Traffic Poll: Many shippers find service is improving . . **p. 12A**

Buckling down bulkhead loads on C&O/B&O . . . . . **p. 18**

CNJ opens new bulk terminal . . . . . **p. 37**

"Q" goes underground for new business . . . . . **p. 44**

The bridge that won a beauty contest . . . . . **p. 48A**

Getting people steamed up over railroads . . . . . **p. 48B**

Viewpoint: But what about the year 2000? . . . . . **p. 60**

DEPARTMENTS

12B	As the Editor Sees It	52	People in the News
53	Freight Carloadings	7	Short and Significant
58	Industrial Traffic	57	Supply Trade
17	Letters from Readers	12A	Traffic Poll
12	Lines on Labor	60	Viewpoint
8	Monday Morning Report	45	Watching Washington
53	New Equipment	9	Week at a Glance
48	New Products Report	56	You Ought to Know

. . . AND COMING NEXT WEEK

Transit Issue: The Philadelphia Story (continued). A progress report on the pioneering strides taken in the Philadelphia area to implement the concept that public transportation is a public responsibility. Also: an article on the special techniques being used in building track for the San Francisco Bay Area Rapid Transit system.

Editorial and Executive Offices
New York, N.Y. 10007, 30 Church St.

ROBERT G. LEWIS: Publisher
LUTHER S. MILLER: Editor
FRED C. MILES: Executive Editor

Mechanical: Fred N. Houser
Associate Editor: Philip Harrison
Car & Locomotive Cyclopedia:
Charles L. Combes
Art Director: Maurice H. Mates
Art Editor: Marvin Friedman
Editorial Assistant: June Meyer
Market Research: Robert N. Paltos
Librarian: Edith C. Stone
Production Manager: Fred B. Hecht
Manager—Contract Department:
Constance Nicolai

Editorial and Executive Offices
Chicago, Ill. 60602, 29 E. Madison St.

C. JAMES FISHER: Vice President—Sales
GUS WELTY: Senior Editor
Mechanical: Robert D. Bartley
Engineering:
Merwin H. Dick R. E. Dove
Signaling & Communications:
Robert W. McKnight
Editorial Assistant: Wanda Brown

Washington, D.C. 20004,
National Press Bldg.
Washington Editor: Frank Malone

Brighton, Sussex, England
8 St. George's Place
International Editor:
John Levett

Contributing Editors:
Norman E. Gillespie
3205 Chelsea
Orlando, Florida 32803

Charles Layng
6019 Nashua Ave.
Orlando, Florida 32809

E. L. Woodward
876 Chattanooga Ave.
Pacific Palisades, Calif. 90272

GEORGE DUSENBURY: Editorial Director

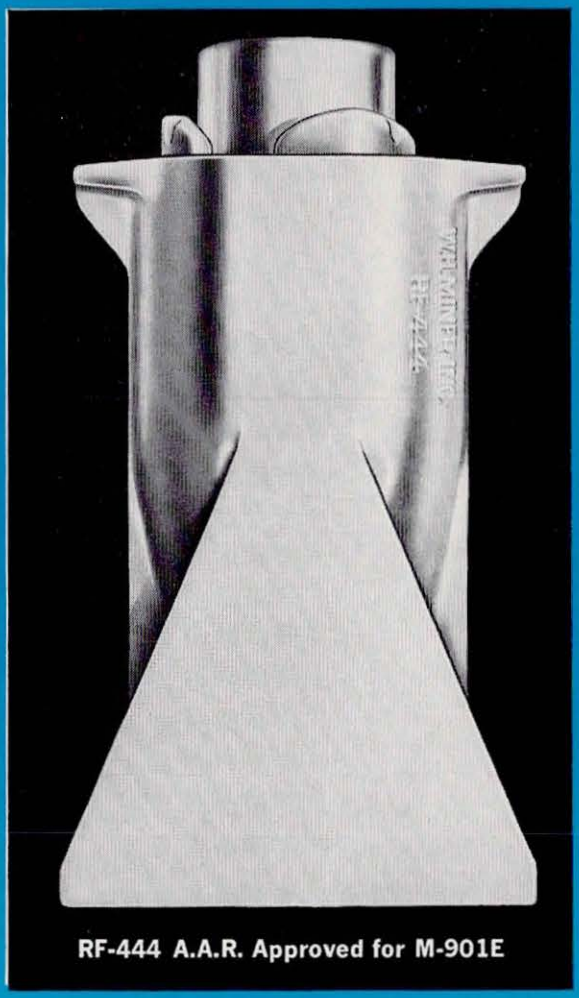
FOR LIST OF SALES OFFICES SEE ADVERTISING INDEX PAGE

Member of ABC RPI

Railway Age, established in 1856, is indexed by the Business Periodicals Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.
Published weekly (except for four issues combining two-in-one) by the Simmons-Boardman Publishing Corporation, 508 Birch St., Bristol, Conn. 06010.
Railroad employees' subscription rate, U.S. possessions, Canada and Mexico, $6 one year, $9 two years, all others $15 for one year, payable in advance and postage paid. To railroad employees elsewhere in the western hemisphere, $10 a year; in the eastern hemisphere, $15 a year. Single copies 60¢, except special issues.
Address all subscriptions, change of address and correspondence concerning them to Subscription Dept., Railway Age, P.O. Box 961, Bristol, Conn. 06010.
Change of address should reach us three weeks in advance of next issue date. Send old address with new enclosing, if possible, your address label. Post Office will not forward copies unless you provide extra postage.

Circulation Dept.: John Rogers Director of Circulation, 30 Church St., New York, N.Y. 10007. POSTMASTER—SEND FORM 3579 TO P.O. Box 961, BRISTOL, CONN. 06010.
Printed at the Hughes Printing Co., 34 North Crystal St., East Stroudsburg, Pa. 18301. Second-class postage paid at Bristol, Conn., and at additional mailing offices.

SHOCK BUSTERS

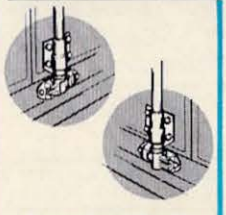


RF-444 A.A.R. Approved for M-901E

MINER RF-444 FRICTION DRAFT GEAR

Approved by A.A.R., the RF-444 Gear offers increased protection to lading and car equipment through the proven Miner friction/clutch design. Meets A.A.R. M-901E for 24⅝" pocket. A.A.R. Official Capacity of 48,300 ft.-lbs. at a rated travel of 3.18" and a reaction force level of 568,000 lbs. Use Miner's SHOCK BUSTERS for maximum efficiency and traditionally-dependable durability.

HIGHEST RELIABILITY IN RAILROAD PRODUCTS



Power Door Locks

Power Hand Brakes

Enterprise Discharge Gates

End of Car Cushioning Devices

W. H. MINER DIVISION

Executive and Sales Offices: 209 South La Salle Street
Chicago, Illinois 60604 312/236-0110

Engineering, Manufacturing and Purchasing:
1001 East 87th Street, Chicago, Illinois 60619
312/374-7400 Telex 253724

MINER ENTERPRISES INC.

Circle 6 on coupon page 48

SHORT AND SIGNIFICANT

Cost evidence filing dates reset by ICC

The deadline for filing written statements of fact and argument in ICC's examination of cost standards in intermodal rate proceedings (Rules to Govern the Assembly and Presenting of Cost Evidence, Docket 34013) has been extended from Nov. 17 to Jan. 17, 1970, at the request of rail and water carriers. The date for filing replies to those statements has been changed from Feb. 16 to April 16, 1970. At issue in the case is what basis ICC should use for judging which mode in competitive rate cases has the best inherent cost advantage. ICC has historically used fully distributed costs. Railroads in February got ICC to reopen its cost evidence probe to consider the point that out of pocket cost be considered.

IC extends "Fastback" TOFC service

Illinois Central's "Fastback" piggyback service, previously operated between Chicago and Memphis, is being extended to Jackson, Miss., and New Orleans. Train connections at Memphis will provide a 27-hour Chicago-New Orleans service, with second-morning delivery of trailers in Chicago and first-night availability of trailers at New Orleans.

ICC says UP can borrow $75 million

Union Pacific has been granted ICC approval for issuance of up to $75 million outstanding at one time of unsecured commercial-paper promissory notes. The approval is good until Sept. 30, 1974. The agent would be First National City Bank of New York. The issue would be made at a discount not to exceed 1.5% per annum over the highest prime rate of interest of leading New York commercial banks.

Passenger train hearings end in U. S. House

The House subcommittee on transportation and aeronautics last week ended six days of hearings on the railroad passenger-service problem, with rail presidents, Congressmen, and public officials agreeing that something must be done soon but without agreement on just what. Congressmen conducting the hearings appeared sympathetic toward Federal subsidy for passenger operations. They seemed equally ready to tie Federal aid to ICC jurisdiction over such service. However, Virginia Mae Brown, ICC chairman, said that nothing can be done without the basis of a study showing precisely what service is needed. She told the subcommittee ICC would accept jurisdiction, a moratorium on train discontinuances and some kind of Federal aid for rails along with the study.

Rails pursue minimum charge on extra service

Railroads last week asked ICC to reconsider its Oct. 22 denial of a rail request for a minimum transit charge of $35 per car. A transit charge is added to the line-haul rate for commodities that require something extra—storage, testing, "special treatment"—in addition to point-to-point movement. Rails told ICC the minimum is clearly reasonable when measured by costs of performing extra service. In fact, out-of-pocket costs for such service usually are more than $35. Actually, with ICC's granting of a 6% rate increase, the minimum transit charge, if eventually okayed, would be $37.10.

SFI, Dresser call off their proposed merger

Santa Fe Industries' first major move toward nontransportation diversification is now apparently a dead issue. Late in September, Santa Fe Industries and Dresser Industries announced a preliminary agreement on consolidation (RA, Sept. 29, p. 11). Later, directors gave their preliminary approval. Then, in early November, SFI and Dresser called it off. Ernest S. Marsh, chairman and chief executive officer of SFI, and John Lawrence, chairman and chief executive officer of Dresser, gave no reason for their terminating merger talks. But, they emphasized, "the decision was reached by mutual agreement."

MONDAY MORNING REPORT

COMPUTERS OFFER MORE THAN SAVINGS

Although computers have been around railroads for several years, the rail industry has acted with little unity in their use. The machines came railroad by railroad. The systems often are incompatible. Time and money is wasted in translation for exchange of computer data. Fortunately, a group of rail men known as the Joint Railroad Tariffs Computerization Committee saw the danger—the chaos and retardation possible from individual computer systems, superb in themselves, but useless as a combined industry tool. The Committee may soon have encouraging news.

TRANSLATION OF TARIFFS WILL START SOON

At railroad data service centers in New York, Chicago and Atlanta, the computers are being readied to begin translating the entire library of rail tariffs into a standard language usable by all rail computers and eventually by computers of other modes. The first standard computer code (on paper and magnetic tape) is hoped for early in 1970. It will be just a start. Two to five years will be needed for full conversion. But at last the industry is attacking an industry problem as an industry. And at last there is concrete hope: for reducing the cost and time of rate paper work; for providing rail management with an accurate data base for decisions; and for giving shippers fast and clear tariff advice.

RAILS REFLECT TRANSPORT INDUSTRY SITUATION

The rail experience is a mirror of the transport industry's experience generally. The rail move is a reaction to the effort of a broader-based group, the Transportation Data Coordinating Committee, to convince transport men that their computer *hard*ware is only as good as their *soft*ware. That is, output stands or falls on input. As with the railroads, the transport industry's output has been slowed by conflicting modal forms of input. Savings of $1 billion are talked about from proper input. The TDCC is working through five task forces to produce standard codes for use throughout the transport world.

LEADERSHIP AND NEW IMAGE IS POSSIBLE

Edward A. Guilbert, TDCC chairman, says: "The challenge facing us is not one of technology, it is one of understanding—it is the will to shape a usable system." The rail industry apparently is displaying that will. Starting on a national basis, with development through regions, rails are getting an edge on other modes. But there's more than a possible competitive advantage that may be gained. Within the transport industry, rails have an opportunity to assume leadership in a vital program. And within the nation generally, rails have a public relations opportunity they can't afford to pass up. Wouldn't the public be delighted to hear that *railroads* are in front of a computer campaign that will save money for consumers?

RAILWAY AGE
THE TRANSPORTATION WEEKLY
NOVEMBER 24, 1969

ICC okays 6% increase— on one condition

The ICC last week said railroads could apply immediately a 6% general increase in freight rates, with one condition: ICC will be keeping its eye on how the increase works out, and if investigation shows that refunds should be given in some tariff areas, ICC will so order. The Commission okay came in a 6-3 vote, with Commissioners Virginia Mae Brown, ICC chairman, Willard Deason and Dale Hardin dissenting.

Railroads claim the increase will produce $600 million more in gross freight revenue each year. This comes in addition the $860 million extra revenue gained from a 5% rate increase last year and a 3% increase in 1967. The 1968 increase, however, was first granted on an interim basis and when finally approved, it excluded certain commodities.

WEEK AT A GLANCE

Although the railroads had based their request on what they called an "emergency" cost-squeeze situation, the ICC order granting rails' request gave no specific reason for the approval. The ICC investigation, which may continue at least seven months, will cover alleged disruption of rate relationships, undue preference and prejudice, and unlawful discrimination.

The rail request came Oct. 10 for an effective date of Oct. 18, on 24 hours notice. ICC denied that request and called for a 30-day statutory notice time.

Rail associations in the West will be consolidated

Railroad associations, traffic committees and bureaus in the West will be consolidated Jan. 1 in a new organization—the Western Railroad Association. The move affects the Association of Western Railways, the Executive Committee-Western Railroad Traffic Association, the Western Weighing and Inspection Bureau and a number of freight bureaus and committees. Clair M. Roddewig, president of AWR, will be chairman of the new group; James M. Souby, Jr., will be president and chief executive officer and will remain as chairman of the Executive Committee-WRTA.

The consolidation move, says Roddewig, "should result in a more effective and economical operation and in the elimination of duplicating activities in Western territory."

AT&SF bridges a problem with concrete girders

Use of pre-stressed concrete bridge girders is helping Santa Fe solve a bridge-building problem near Los Angeles. The road has had a single-track bridge across the Rio Hondo at Pico Rivera, Calif. But the line serves an industrial district near Hobart Yard, traffic increases were projected, and installation of a second track was recommended. Use of a second steel span, Santa Fe says, "would have necessitated removal and relaying of yard tracks because of the width of the new structure. The relatively narrow design of the concrete girders made it possible for us to fit the girders on existing piers." Eight 60-ton girders are being used. Each is 90 feet long—with a cross-section of six by three and a half feet. Hydro Conduit Co., of Albuquerque, N.M., cast the huge girders—which, Santa Fe says, are believed to be of record length for this country.

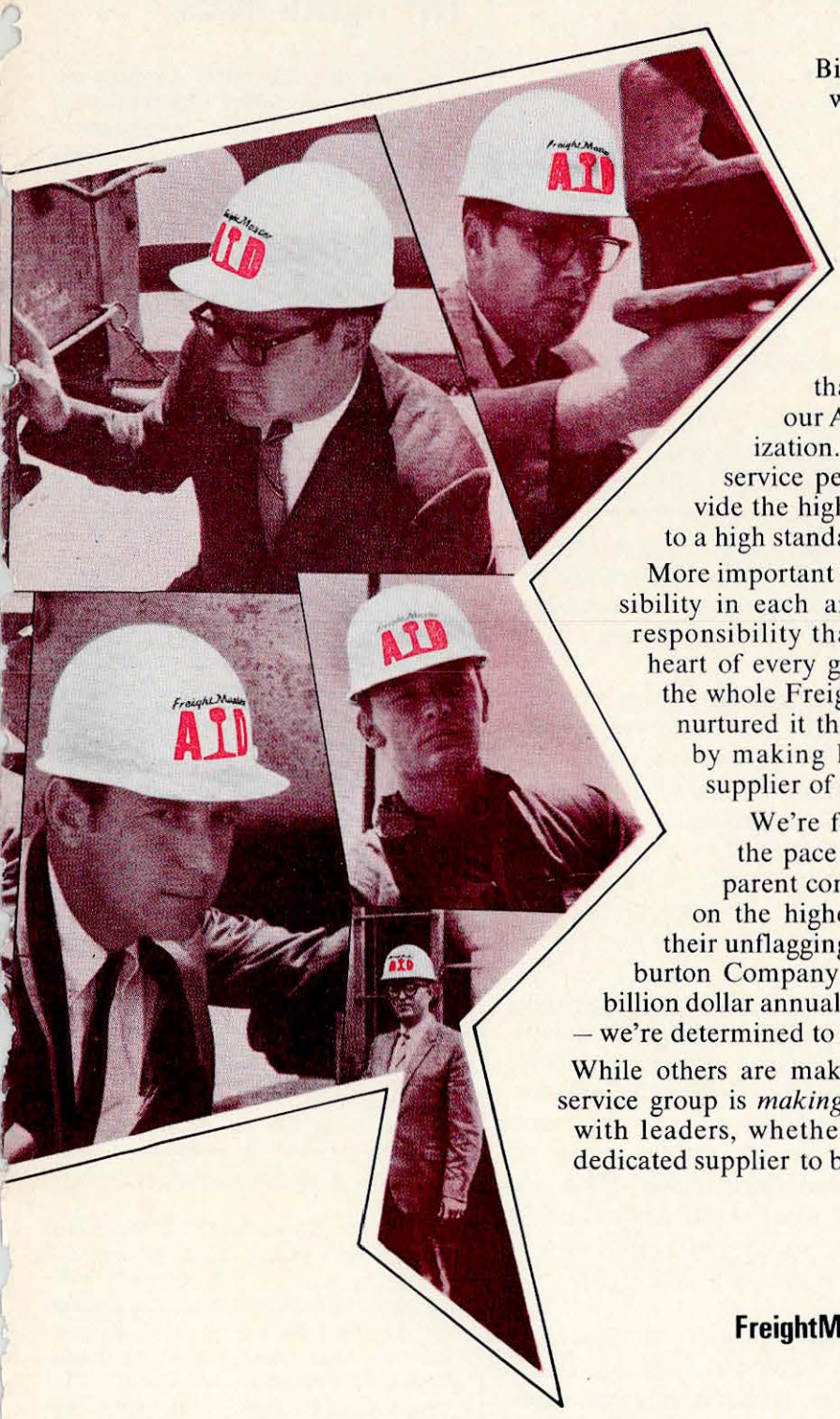
FreightMaster's AID* personnel cover the nation...

MEMBER RPI RAILWAY PROGRESS INSTITUTE

Available — FreightMaster's national network of Assistance-In-Depth Service Engineers

* Service Mark

the quality of their service is just as big.



Bigness, by itself, just won't cut it. Not when you're working with the nation's most modern railroads and shippers.

You have to have something more. A lot more. You have to have trained, experienced, and *dedicated* personnel who are ready and willing to go the extra mile when it comes to providing quality service.

We at FreightMaster set out to achieve that performance level when we created our AID, Assistance-In-Depth, service organization. That's why we covered the nation with service personnel that were hand picked to provide the highest caliber of service. We trained them to a high standard of excellence, too.

More important though, was instilling a sense of responsibility in each and every one of them. The sense of responsibility that we at FreightMaster® feel is at the heart of every good job that is well done. We created the whole FreightMaster organization on this concept, nurtured it through the years. We've seen it pay off by making FreightMaster the industry's leading supplier of end-of-car cushioning equipment.

We're following a proud heritage when we set the pace of leadership in customer service. Our parent company was founded nearly 50 years ago on the highest ideals of service. These ideals and their unflagging, unexcelled execution has made Halliburton Company a giant of the industry with almost a billion dollar annual revenue. Halliburton set high standards — we're determined to maintain them.

While others are making promises, our FreightMaster AID service group is *making sure.* And that's the way it should be with leaders, whether you are a shipper, railroad . . . or a dedicated supplier to both.

11

FreightMaster is ~~10~~ years ahead.

FreightMaster®
A Halliburton Company

NEW CONCEPTS OF INCREASED PROTECTION FOR CARS AND CARGO THROUGH RESEARCH

424 W. Vickery Boulevard • Fort Worth, Texas 76101 • Canada: Hawker Siddeley Canada Ltd., Montreal
Mexico: Materiales y Servicios Ferroviarios, S. A., Av. de los Insurgentes Sur No. 1824, Mexico 20, D. F.

Circle 7 on coupon page 48

GUS WELTY

LINES ON LABOR

WINSTON CHURCHILL and Chuck Chamberlain have a lot in common. Churchill insisted that he hadn't become prime minister "to preside over the dissolution of the empire." Chamberlain insists that he hasn't been elected chairman of the Railway Labor Executives' Association to preside over the dissolution of that particular manifestation of railway labor's empire.

LET THERE BE NO WISECRACKS about the other Chamberlain—Neville, and his "peace in our time" philosophy. C. J. Chamberlain, president of the Brotherhood of Railroad Signalmen and RLEA's new head-man, isn't the type to buy out his opposition or to concede his way to disaster. He thinks RLEA can survive and prosper—even without the support of the largest rail unions and their chiefs.

AS MATTERS STAND, the Clerks—largest of all the brotherhoods—have withdrawn. So have the Seafarers. There are indications that the United Transportation Union and perhaps the Brotherhood of Maintenance of Way Employes may join the walkout. RLEA would be left, then, with the shopcrafts and a gaggle of other non-operating unions represented. Operating organizations and employees would be totally unrepresented, unless the Brotherhood of Locomotive Engineers could be persuaded to re-join.

CHAMBERLAIN'S PLAN for RLEA is in 3-D—in the "determination, desire and dedication" of the remaining unions and their officers. At 48, he talks about a generation change in rail labor: "Younger fellows are becoming officers. They're more militant. And you're going to have difference of opinion during a transition period between some of the older officers and some of the younger ones. But it's not so great a difference as to be fatal to rail labor. I don't like to see what's happened—the withdrawals. But what's happened is certainly not going to spell the end of RLEA."

RLEA'S BIGGEST FUTURE PROBLEM may be financial. Budgetary suffering inevitably follows an organization's loss of its major contributors. Or, RLEA's toughest challenge may lie in making its voice respected, when it represents only a minority of rail employees. This problem could be compounded, if all the bigger unions do withdraw and if they then form a new executives' organization. Chamberlain, however, refuses to be discouraged. Maybe he can carry the day, maybe not. But there's one thing for sure: His effort will be well worth watching. There's a bit of the Churchillian bulldog in *this* Chamberlain.

ICC rejects NP train-off plea, NP fights back

The Interstate Commerce Commission has refused to permit discontinuance of Northern Pacific's "Mainstreeter" between St. Paul and Seattle-Tacoma—but NP isn't about to take the ICC decision lying down. NP is incensed about a couple of things: (1) The ICC decision did not argue with financial loss figures; and (2) the ICC did wind up by charging the railroad with deliberately downgrading its service. The Commission was critical of NP's scheduling, its on/off use of Slumbercoach service, and the quality of station, on-train, phone and reservation service. NP President Louis W. Menk says a petition for reconsideration or a court appeal will be considered. He has this to say about the ICC's handling of the case:

"Obviously, this case was not decided on its merits. In our view, the Commission completely disregarded testimony by NP officers as to the company's deteriorating financial position caused by enormous out-of-pocket losses sustained as a result of continuing operation of deficit passenger train service. The ICC's charge that service has been downgraded is beyond comprehension. These are the facts: Since the U.S. mail contracts were taken away in September 1967, the eastbound 'Mainstreeter' schedule has been shortened by six hours and 20 minutes. The westbound schedule has been shortened by seven hours. Slumbercoach service has been added. Low-cost dining-car service was made available, at our customers' requests and at considerable expense to the company.

"The basis for the decision is particularly difficult to understand since standards of service are not the concern of the ICC.

"As recently as Sept. 12, the Commission held that jurisdiction over the quality of intercity rail passenger service is not vested in the ICC. The division [of the ICC] did not seriously question the fact that these trains are losing substantial amounts of money. The Commission's report stated that in the foreseeable future these trains will continue to lose money."

Menk's conclusion: The deficit has to be made up in some way, freight rates have to carry the burden—and people in "Mainstreeter" territory ought to be giving thought to this fact. Thought, the Northern Pacific chief executive says, and then train-off support.

November Traffic Poll

Many shippers find service is improving

Railway Age's latest survey of shippers shows a marked—if cautious—shift in customer attitudes toward railroad service.

Nearly half of the 74 shippers participating in the November Traffic Poll reported at least some improvement in service since Jan. 1 *(see box)*. This is in sharp contrast to previous surveys, where complaints predominate.

This does not mean that shippers are satisfied with existing levels of service. Many of those reporting improved service go on to record such perennial complaints as those involving short car supply. And some of the compliments are of the back-handed variety—for example, the Schlitz Brewing Co.'s terse comment: "Have not received as many complaints about delays."

What the November Poll does show is that (1) the railroads' concerted effort this year to raise service standards has been effective, in varying degree, especially in terms of faster movement through terminals; and (2) shippers are anxious to give credit where credit is due.

● **Bouquets.** G. A. Falconer, assistant general traffic manager, Gulf Oil Co., Houston, finds "definite improvement on overhead traffic where the pre-blocking arrangements have been initiated."

Says D. C. Ward, director of transportation, Hoerner Waldorf Corp., St. Paul: "We notice more attention being paid to speeding cars through terminals by shortening trains to move them out quicker; by tightening up supervision and control; and the computerized yards have helped."

T. A. Wilker, director of distribution, Union Carbide Corp., New York, finds improvement "particularly in historically congested terminal areas such as Indianapolis, Columbus, Cleveland."

Allen K. Penttila, director of traffic and transportation, Evans Products Co., Des Plaines, Ill. (and current president of the National Association of Shippers Advisory Boards) reports "some improvement in joint line service where pre-blocked trains or routes are used. Unfortunately, there is no assurance that a given car will be handled in this manner. But while there is a long way to go, at least it appears that a good start has finally been made."

J. J. D'Arcy, general traffic manager, Congoleum Industries, Kearny, N.J., says there has been "substantial improvement" in transit, but adds (as do many others) that his own company is still plagued by a shortage of equipment—50-ft, DF cars in this case.

Joe H. Ward, traffic manager, American Enka at Enka, N.C., finds "transit time slightly improved," but again he adds, "Car supply remains critical."

Reporting some improvement in handling of westbound cars, W. A. Datre, traffic manager, Mennen Co., Morristown, N.J., adds: "It took a while, but progress is being made."

"There has been noticeable improvement in service performance in line-haul transit time on main line routes," says A. N. Glick, assistant general traffic manager, Boyle Midway Division of American Home Products Corp. "Service on the Penn Central has improved substantially. However, experienced transit time is still somewhat greater than published schedules which creates inventory problems."

Question

Since Jan. 1 of this year, has your railroad service shown:

Substantial improvement?	4
Slight improvement	31
No improvement	28
Deterioration	11

Glick is among several shippers offering specific suggestions for further service improvements. His own:

"Greater emphasis on improvement must be made on other than main line routes and special focus given toward improvement of terminal services.

"Our experience in the switching of cars into and out of plants by the smaller short line railroads and the services of connecting lines indicate continued erosion of performance. Improvement here is imperative toward better rail services, and could possibly solve all or part of the alleged box-car shortage problem.

"Improvement of line haul service is beneficial, but it is siding-to-siding service that ultimately governs the decision as to the mode of transportation selected for the shipment."

Miles F. Tamisiea, general traffic manager, Theo. Hamm Brewing Co., St. Paul, reports that "certain railroads in the Midwest region have made great strides in their freight service." Tamisiea goes on to say: "We try to inform the carrier of good service as this has a tendency of giving them further incentive to improve beyond this point. Of course we always complain when service is bad. We believe that it is a two-way street."

E. J. Hanson, director of transportation, Grand Forks (N. Dak.) Chamber of Commerce, who also notes that service is improved, adds: "We still see spot shortages of grain and potato cars. However, car supply doesn't have very far to go to show improvement. I think the rails are making an effort."

David H. Wetzel, general traffic manager, American Olean Tile Co., Lansdale, Pa., comments on improved car handling. "Specifically, there has been, to our gratification, less mishandling of cars, i.e. cars astray without billing, cars under load moved as empties. This type of aggravation has been decreasing." As for service, Wetzel finds that it has been acceptable-to-good on shipments into the South and Southeast, and on shipments to West Coast Points once the Chicago and St. Louis gateways have been reached.

Harold M. Pockrose, of the David J. Joseph Co., Cincinnati, reports some improvement in car movement but no improvement in switching and a deterioration in car supply. He volunteers that there has been substantial improvement in carrier public relations and advertising.

Nate Kunzmann, traffic manager of Georgia Pacific Corp., Bellingham, Wash., says "transit time has shown a reduction as far as line haul is concerned" but "if you consider car supply as part of railroad service, then the service has deteriorated materially."

● **Kudos to Penn Central.** The Penn Central, which had serious service problems early in the year, comes in with more favorable notices in the latest survey. L. Aleksa, traffic manager of Lubrizol Corp., Cleveland, finds substantial improvement in Penn Central service. And William W. Rhoton, Jr., assistant general traffic manager—service, Eastman Kodak Co., Rochester, N.Y., while noting no improvement in railroad service generally, comments that Penn Central's "through trains NY-4 and NY-10 from the Chicago gateway have improved transit times to Rochester." Providing a Rochester

LUTHER MILLER

AS THE EDITOR SEES IT

VIRGINIA MAE BROWN IS WORRIED. And when Mrs. Brown worries, railroaders worry, too, if they're smart. As chairman of the Interstate Commerce Commission, Mrs. Brown raises a powerful voice in Washington. Last week she raised her voice against an emergency 6% rate increase for railroads. She failed to carry the majority with her. The increase was approved. But the thinking behind her dissent is troubling.

LET IT BE SAID FOR MRS. BROWN that she has time and again proved herself to be a perceptive friend and constructive critic of the industry she helps to police. Let it also be said that no one who knows the work of this great lady can doubt that her first loyalty is to the public interest. It was clearly in what she felt to be this interest that she wrote last week's dissent.

SHE IS WORRIED ABOUT INFLATION, she said, and about the inflationary effects of the new increase. She is convinced, she said, that "no emergency exists" to justify the Commission's granting of the railroads' request, without suspension. And she is profoundly concerned that the Commission's action will encourage the railroads to adopt a "wolf, wolf" strategy in future cases.

AS FOR INFLATION, we must remind Mrs. Brown that even with the new increase, average freight charges will still be lower than they were in 1968, while other prices have soared. To deny railroads relief on this basis would be to penalize them for having held the line in the past.

EMERGENCY? This is the third time in two years, Mrs. Brown notes, that railroads have cried "help." She points out that two previous increases yielded $860 million; the new increase will add $600 million. What she fails to say (although it is in the record elsewhere) is that the $600 million would only partially offset $1 billion in increased costs. Isn't a $400-million gap a sufficiently big emergency for an industry whose rate of return is already less than 2½%?

MRS. BROWN DOESN'T LIKE EMERGENCIES. She suggests that three of them in two years "taxes both credibility and logic." What will she say to a fourth? Because it is bound to come. Railroads don't like emergencies, either. But they are dealing with an incredibly, illogically widening gap that must be closed—if they are to remain solvent and the public interest is truly to be served.

drop on through trains NY-6 and NY-8 from the East St. Louis gateway, suggests Rhoton, "would similarly improve service by at least two days."

John M. McClure, manager of traffic and purchasing, West Virginia Pulp & Paper Co., New York, also reports substantial improvement in Penn Central service "though it still has quite a distance to go."

● **Report from Canada.** As for service affecting Canadian business, George W. Langston, general traffic manager of Crane Canada Limited, Montreal, has this to say: "There appears to be a slight improvement in railroad service particularly in obtaining scheduled handling between point of shipment and destination; also information service shows improvement. Terminal handling still undoes a lot of good road handling and this is particularly noticeable on international traffic from the United States, which involves interchanges between railroads and multi-yard handling."

● **Brickbats.** The most common complaints of shippers who find that service has not improved—and the handful that finds service has even deteriorated—involve terminal handling and car supply.

A typical complaint comes from C. M. Dunn, Jr., manager, traffic department, Peden Iron & Steel Co., Houston: "Basically we have no complaint regarding line haul service, car tracing, etc. However, switching and terminal service have gotten so bad as to be ridiculous. We are not able to get any cooperation toward elimination of this constant problem. It would seem that all efforts toward improvement are being concentrated in areas other than terminal services and switching."

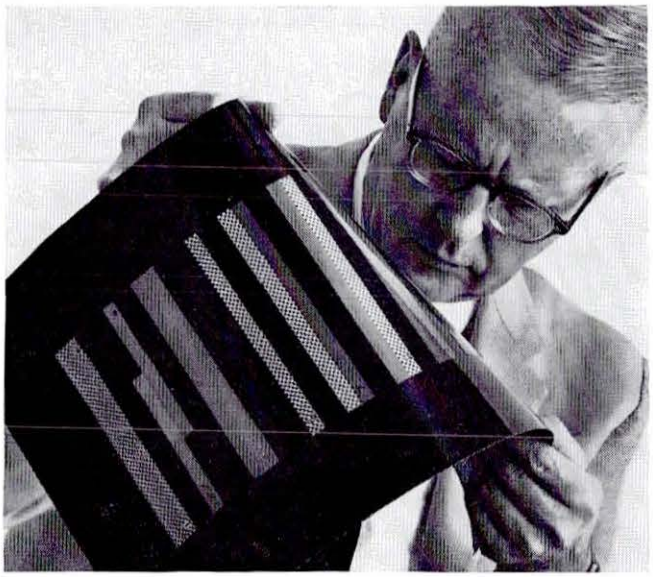
"Terminal service and accurate car handling have deteriorated," says J. L. Bergen, traffic manager of Uncle Ben's Inc., Houston. "Supply of 40-ft box cars has deteriorated. However, car tracing information has improved. Computer methods can usually give up-to-the-minute information, and give it with a minimum of delay. This reduces our staff time spent on tracing."

In the view of Howard D. Pollen, superintendent of traffic, P. Ballantine & Sons, Newark, N.J., a "new low level" in rail service has been reached: "Cars are not moved from classification yard promptly. Railroads have not improved their connections with other railroads. Cars are lost, misclassified, and are roughly handled. Proper special equipment is not readily available, resulting in weeks of delay in shipping."

Another broad-ranging complaint comes from C. R. Ellenwood, Jr., traffic manager, American Plywood Association, Tacoma, Wash.: "Unfortu-

(Continued on page 45)

Some of America's smartest railroads are just learning to read.



In a few months, almost every freight car in the country will carry an ACI label.

A label that will instantly tell car type, owner, and number. To anyone who can read it. Even when it's rolling by at 80 m.p.h.

That's why some of America's smartest railroads are learning to read ACI labels. Railroads like the Illinois Central, MOPAC, CN, Santa Fe, CP, Penn Central, DM&IR have installed KarTrak* ACI System Scanner and Decoder units along their tracks and in their yards.

Their KarTrak ACI system came from Sylvania. Which is pretty smart, too. Because Sylvania developed the whole system in the first place.

With ACI labels offering all that information just for reading, this is no time to be illiterate. Get smart. Get KarTrak.

For technical details, write to Sylvania Information Systems, Commercial Electronics Division, Waltham, Mass. 02154

SYLVANIA
GENERAL TELEPHONE & ELECTRONICS

*Trademark

Circle 8 on coupon page 48

Want your ideas to carry more weight?

Use the wide range of USS high performance steels available, and hopper cars can gain several tons of payload per trip.

For example, USS COR-TEN A High-Strength Low-Alloy Steel is 40% stronger than carbon steel. It can be used in thinner, lighter sections to reduce weight without sacrificing strength.

USS COR-TEN A Steel has remarkable resistance to atmospheric corrosion—up to eight times that of carbon steel. It holds paint up to twice as long. And with corrosion damage accounting for the major portion of hopper car repair costs, USS COR-TEN Steel becomes a maintenance factor that can't be overlooked.

A lower-priced member of the USS Family of High Strength

Steels is USS TRI-TEN. It provides high strength and toughness, good fabricating and welding characteristics, and high resistance to fatigue.

USS EX-TEN High-Strength Low-Alloy Steel has a ratio of strength-to-cost better than any comparable material. An excellent weight trimmer that can permit thinner plates and sections, USS EX-TEN Steel also has good fabricating characteristics.

Any of these special steels will increase the durability and efficiency of the next freight cars you buy or lease. For more information, write United States Steel, P. O. Box 86 (USS 5625), Pittsburgh, Pennsylvania 15230.

USS, COR-TEN, TRI-TEN and EX-TEN are registered trademarks.

USS United States Steel

PIGGYBACK PLAN I

Trailers ride on Kansas City Southern rails at a flat charge per trailer or at a "division" of the rate — a "substituted" service for truckers who solicit the business and bill the shipper. (Plan V explains the latter.)

PIGGYBACK PLAN II

Kansas City Southern not only supplies the power and rails, but furnishes the trailers, loads and unloads, picks up and delivers. KCS solicits the business at truck-competitive rates and bills the shipper or consignee.

PIGGYBACK PLAN II½

Kansas City Southern furnishes trailers and flatcars. Loads and unloads trailers at ramp points. Customers arrange for pickup and delivery of trailers to and from ramps. Freight all kinds and commodity rates are based on two trailers.

PIGGYBACK PLAN IV

Shippers furnish flatcar and trailer, load, unload, pick up, and deliver. Kansas City Southern supplies power and rails only. A flat charge is made for one or two trailers, loaded or empty.

PIGGYBACK PLAN V

Kansas City Southern and common motor carriers share joint rates permitting each to handle shipments originating in or destined to the other's territory, allowing one to sell for the other.

plan within a plan!

power plus!

ramp to ramp!

shipper's special!

cooperation!

Kansas City, Missouri 64105
Telephone (816) Victor 2-0077

Piggybackers pick their plan on...

KCS piggyback suits the customer by offering many variations to the above plans that lower rates with possible savings on distribution costs.

KANSAS CITY SOUTHERN Lines

the uncommon carrier

Kansas City Southern Piggyback Facilities: Kansas City, Missouri; Pittsburg, Kansas; Joplin, Missouri; Neosho, Missouri; Siloam Springs, Arkansas; Sallisaw, Oklahoma; Fort Smith, Arkansas; Texarkana, Texas/Arkansas; Shreveport, Louisiana; Minden, Louisiana; Alexandria, Louisiana; Baton Rouge, Louisiana; Gramercy, Louisiana; New Orleans, Louisiana; Port Arthur, Texas; Beaumont, Texas; Lake Charles, Louisiana; Greenville & Dallas, Texas, Area.

Circle 9 on coupon page 48

LETTERS

Railroad survival

Chicago

To the Editor:

I have just read your column in the Nov. 10 issue of Railway Age and wish to express my great appreciation . . . As I see it, the survival of the railroads is going to depend on some draconian measures being taken. In order for this to happen, different ideas will have to be submitted for consideration and discussion. No one railroad can do it alone . . . .

Alan S. Boyd, President
Illinois Central

Commuters prefer autos?

Sayre, Pa.

To the Editor:

I would like to bring to your attention an article in the Pennsylvania State University Continuing Education News entitled, "Highways Need Public Support."

In the article, William F. Richardson, III, director of public information of the Pennsylvania Motor Truck Association, states that more than one half of the people now riding commuter trains and other conveyances would prefer to drive to work if adequate and convenient parking were available. He does not give the source of his information. Also, he does not make it very clear how people would get to these parking lots and how they would return to their homes; although he does comment on more and better freeways, but then again, how does one get from the parking lot to the freeway?

D. G. Goehring, Chief Mechanical Officer
Lehigh Valley

The ultimate compliment

Roseland, N.J.

To the Editor:

"Private railroad built to move a mountain" (RA, Nov. 10, p. 16) was especially interesting to me. The highway involved not only took nearly 70 acres of our land but forced the relocation of about half the "mileage" of the Centerville & Southwestern Railroad.

Watching them lay track was like watching over-size Lionel track being put together. I hope the operating engineers of Local 825 don't have any accidents while they are learning to railroad. There is a slight difference between a bulldozer and a locomotive.

Boiled all down it proves that a railroad is an efficient machine—so good it is used to build a highway for its competitors.

H. E. Becker
Henry Becker & Son Inc.
(Centerville & Southerwestern Railroad)

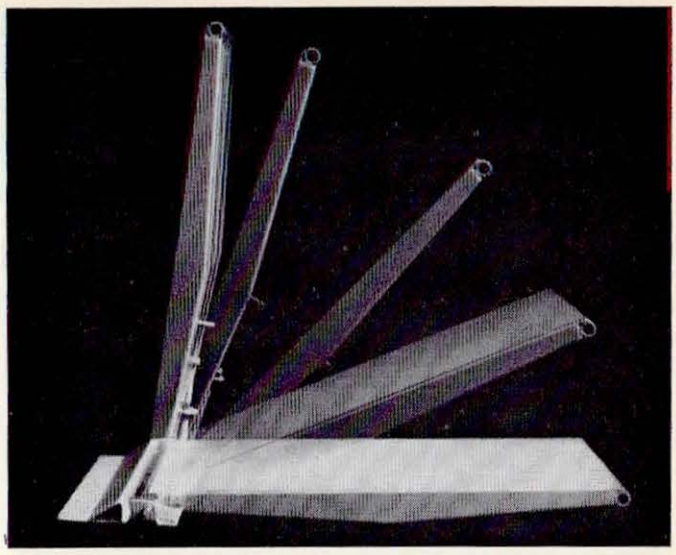
Pilferage

Newark, N.J.

To the Editor:

The editorial on page 68 of the August 25 issue ("Cutting down on pilferage") was most enlightening. The matter of theft is the most important problem confronting the shipping industry in this area. The only problem with raising the latch and lock on box cars would be the lost time in closing and opening the doors. Very few loading and unloading platforms are constructed so that the latch could be reached by the average person. This would result in extra effort and perhaps loss of time.

Leo J. Moran, Director Customer Relations
Federal Warehouses



We've made bridgeplates obsolete!

New USG® Spanning System for piggyback cars

Dramatically reduces car delays caused by bridgeplate loss or damage. Lessens hazard of derailment.

40 to 60 lbs. lighter than ordinary bridgeplate . . . much easier to raise and lower;

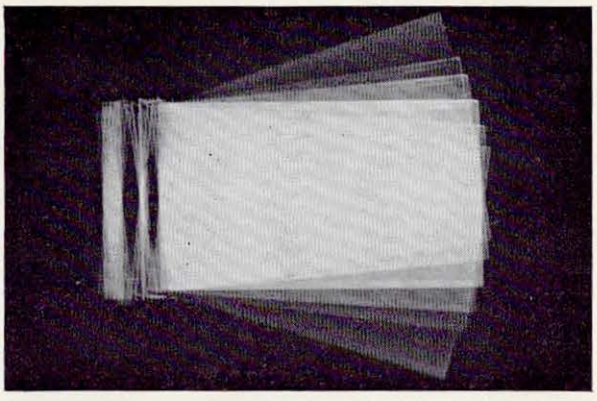
Unique flexing hinge arrangement provides controlled movement in three directions.

Flexible hinge permits both rotation *and* longitudinal movement in horizontal position.

Same flexing unit permits forward and backward movement in vertical in-transit position . . . eliminates need for present spring-loaded pedestal securing device under the car.

Easy to install! Takes less than an hour on a new or existing car.

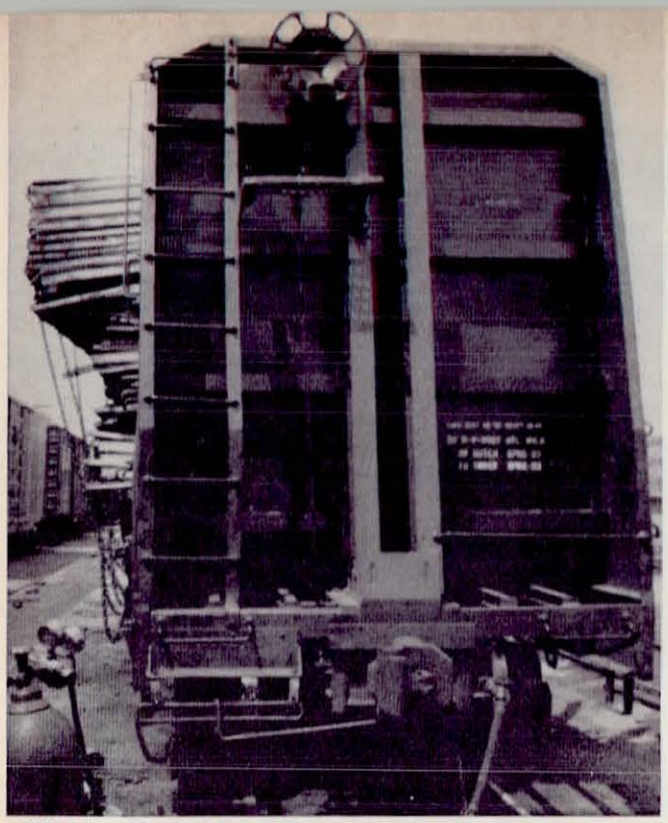
Write United States Gypsum, 101 S. Wacker Drive, Chicago, Illinois 60606, Dept. RA- 911.



TRANSPORTATION PRODUCTS DIVISION

UNITED STATES GYPSUM

Circle 24 on coupon page 48



SHIFTED LOAD represents hazard during movement; car will now be delayed on this repair track.

CHAIN TIEDOWNS must be supplemented by added securement to assure uninterrupted delivery.

Unitized lumber is goal of

LUMBERJACK, properly loaded, was displayed during a recent seminar. Separators are properly installed while bands unitize

There's a wrong way to load lumber on bulkhead flats (left)—and a right way (below). The problem is industry-wide; on-line shippers are being reached by C&O/B&O.

C&O/B&O

he two tiers and spreader boards top load.

In the light of recent shipper reaction, Chesapeake & Ohio/Baltimore & Ohio have been fully justified in having men from three departments tied up in "Operation Tiedown." There was already justification for this interdepartmental program of shipper assistance and education in terms of improved car utilization, reduced train delays and elimination of many load adjustments.

The segment of traffic involved does not loom large in C&O/B&O freight carloadings, or even in the merchandise freight classification. Operation Tiedown has been aimed at originated rough lumber traffic which now accounts for 6,600 carloads annually; each year several thousand more carloads are received in interchange. Actually for half of this decade the lumber traffic and revenues declined; but for innovations in rates and equipment it now would be far less than it currently is.

● **Still more to do.** Even after establishment of incentive rates and introduction of chain tiedown flat cars about 1965 resulted in a traffic upturn, the profitability of this lumber traffic did not follow the same trend. To the roads' transportation and mechanical departments, it was quickly evident that the transition from box-car to flat-car shipping for Appalachian hardwood was no unmitigated blessing for railroading. Trains were frequently delayed to set out lumber loads which had shifted and car department facilities were all too frequently involved in adjusting and reloading the cars.

It was at this point that the mechanical department began to tighten its requirements for lumber loads which shippers had prepared. Even then, however, there was all too little basis for any uniformity and enforcement since the AAR's Rules Governing the Loading of Commodities on Open-Top Cars referred in only a general way to the chain-tiedown flat car. The reason was that this method of transportation was relatively new, having originated in the Southeast only a few years before (it has still made little penetration in the Northwest).

● **New trend.** C&O/B&O on-line lumber originates primarily in the heart of Appalachia—West Virginia, western Virginia, eastern Kentucky and southern Ohio. Its major market is the furniture industry of Virginia and North Carolina which makes for relatively short hauls. Starting a decade ago, flat-bed trucks began to make serious inroads here primarily because of the ease of loading and unloading compared with the traditional railroad box car. C&O/B&O reacted initially by putting chain tiedowns on existing flat cars and subsequently by building high-capacity bulkhead cars which got the name "Lumberjacks" when the first 50 joined the B&O fleet. Fifty more have just been ordered by C&O.

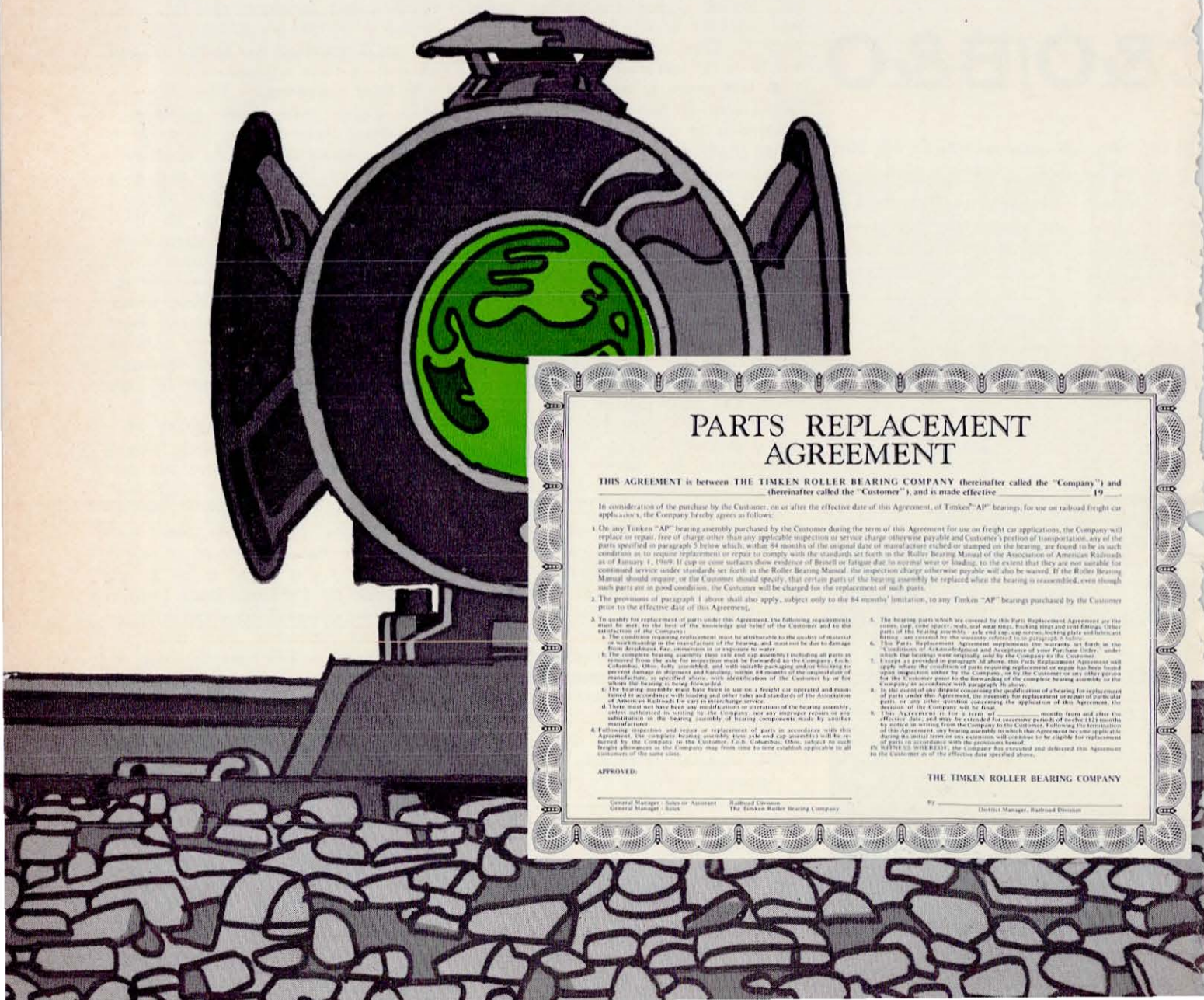
The hundred big cars are capable of handling 35,000 to 40,000 board feet of hardwood (typically birch, beech, maple, oak, hickory and poplar in this territory), compared with 20,000 to 30,000 board feet on smaller chain cars. The incentive rates are based on a 60,000-pound minimum and the Lumberjack's 182,000-pound load limit offers great potential for freight savings when it is fully utilized.

● **Dual problems.** The railroads were faced with dual problems—persuading their lumber shippers to avail themselves fully of the economies possible with the big cars and then assuring that cars so utilized did not represent a hazard along the lines where they operated. As in many situations, a strictly technical solution would have been relatively easy—merely require a degree of securement which would not allow the load to move short of having the car fall down a West Virginia mountain. But there obviously would be commercial hazards in such a course.

Dollar and cents practicality dictated that loading requirements would not only have to be effective but also would not cost shippers so much that the rail movement of lumber would not be competitive. In any case, there was going to be flat-car haulage of some type if there was going to be a rail haul at all. By 1968 mid-South lumber users had converted so completely to mechanized unloading that most inbound freight would have to come on either flat cars or flat-bed highway haulers.

● **Widespread quandary.** By this time the mechanical department knew very well that its chain-car problems were not peculiar to C&O/B&O. Starting back as far as 1964, AAR groups concerned with the open-top loading rules of the Mechanical Division had been trying to get some uni-

You get a better because a better



PARTS REPLACEMENT AGREEMENT

THIS AGREEMENT is between THE TIMKEN ROLLER BEARING COMPANY (hereinafter called the "Company") and _____ (hereinafter called the "Customer"), and is made effective _____ 19____

In consideration of the purchase by the Customer, on or after the effective date of this Agreement, of Timken "AP" bearings, for use on railroad freight car applications, the Company hereby agrees as follows:

1. On any Timken "AP" bearing assembly purchased by the Customer during the term of this Agreement for use on freight car applications, the Company will replace or repair, free of charge other than any applicable inspection or service charge otherwise payable and Customer's portion of transportation, any of the parts specified in paragraph 5 below which, within 84 months of the original date of manufacture etched or stamped on the bearing, are found to be in such condition as to require replacement or repair to comply with the standards set forth in the Roller Bearing Manual of the Association of American Railroads as of January 1, 1969. If cup or cone surfaces show evidence of Brinell or fatigue due to normal wear or loading, to the extent that they are not suitable for continued service under standards set forth in the Roller Bearing Manual, the inspection charge otherwise payable will also be waived. If the Roller Bearing Manual should require, or the Customer should specify, that certain parts of the bearing assembly be replaced when the bearing is reassembled, even though such parts are in good condition, the Customer will be charged for the replacement of such parts.

2. The provisions of paragraph 1 above shall also apply, subject only to the 84 months' limitation, to any Timken "AP" bearings purchased by the Customer prior to the effective date of this Agreement.

3. To qualify for replacement of parts under this Agreement, the following requirements must be met, to the best of the knowledge and belief of the Customer and to the satisfaction of the Company:
   a. The condition requiring replacement must be attributable to the quality of material or workmanship in the manufacture of the bearing, and must not be due to damage from derailment, fire, immersion in or exposure to water.
   b. The complete bearing assembly (less axle and cap assembly) including all parts as removed from the axle for inspection must be forwarded, to the Company, Fuch, Columbus, Ohio, fully assembled, and with suitable packaging and not blocking to prevent damage in shipment and handling, within 84 months of the original date of manufacture, as specified above, with identification of the Customer by or for whom the bearing is being forwarded.
   c. The bearing assembly must have been in use on a freight car operated and maintained in accordance with loading and other rules and standards of the Association of American Railroads for cars in interchange service.
   d. There must not have been any modifications or alterations of the bearing assembly, unless authorized in writing by the Company, nor any improper repairs or any substitution in the bearing assembly of bearing components made by another manufacturer.

4. Following inspection and repair or replacement of parts in accordance with this Agreement, the complete bearing assembly (less axle and cap assembly) will be returned by the Company to the Customer, Fuch, Columbus, Ohio, subject to such freight allowances as the Company may from time to time establish applicable to all customers of the same class.

5. The bearing parts which are covered by this Parts Replacement Agreement are the cones, cup, cone spacer, seals, seal wear rings, backing rings and vent fittings. Other parts of the bearing assembly - axle end cap, cap screws, locking plate and lubricant fitting - are covered by the warranty referred to in paragraph 6 below.

6. This Parts Replacement Agreement supplements the warranty set forth in the "Conditions of Acknowledgment and Acceptance of your Purchase Order" under which the bearings were originally sold by the Company to the Customer.

7. Except as provided in paragraph 3d above, this Parts Replacement Agreement will apply where the condition of parts requiring replacement or repair has been found upon inspection under by the Company, or by the Customer or any other person for the Customer prior to the forwarding of the complete bearing assembly to the Company in accordance with paragraph 3b above.

8. In the event of any dispute concerning the qualification of a bearing for replacement of parts under this Agreement, the necessity for replacement or repair of particular parts, or any other question concerning the application of this Agreement, the decision of the Company will be final.

9. This Agreement is for a term of _____ months from and after the effective date, and may be extended for successive periods of twelve (12) months by notice in writing from the Company to the Customer. Following the termination of this Agreement, any bearing assembly to which this Agreement becomes applicable during its initial term or any extension will continue to be eligible for replacement of parts in accordance with the provisions hereof.

IN WITNESS WHEREOF, the Company has executed and delivered this Agreement to the Customer as of the effective date specified above.

APPROVED:

THE TIMKEN ROLLER BEARING COMPANY

_____
General Manager - Sales or Assistant General Manager - Sales
Railroad Division
The Timken Roller Bearing Company

By _____
District Manager, Railroad Division

guarantee, you get bearing.

Your Timken® "AP" bearing performance record proves it.

In fact, this 15-year Timken "AP" bearing performance record provides four maintenance savings in our Parts Replacement Agreement, that no other guarantee can.

Like protection against brinelling from impact. Where no derailment damage is evident.

All parts of a Timken "AP" bearing are covered. Including seals.

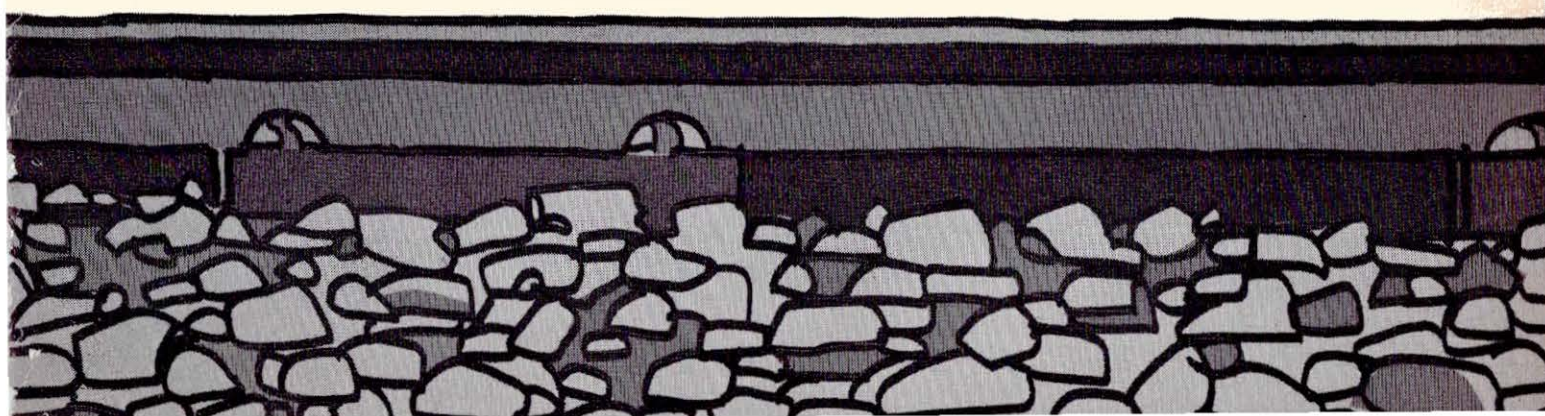
You save on inspection charges under specified conditions.

Even "AP" bearings manufactured up to 7 years ago. Because only Timken "AP" bearings have performance to match this guarantee.

The Timken Roller Bearing Company, Canton, Ohio. Timken bearings sold in 133 countries. Manufacturing in Australia, Brazil, Canada, England, France, South Africa and the U.S.A.

Our word is as good as our bearing.

TIMKEN®
REGISTERED TRADEMARK
TAPERED ROLLER BEARINGS



formity and unanimity on lumber loading on bulkhead flat cars. And test after test had proved unsuccessful.

Even today there are no specific AAR chain tiedown loading rules although this situation is due to change shortly—primarily at the instigation of C&O/B&O and the Louisville & Nashville. Until now much has been left to the discretion of the originating carrier; the varying requirements of different railroads could lead only to confused lumber shippers.

● **No splinter group.** To resolve the individual railroad approaches to what has become a general industry problem, C. A. Love, L&N chief mechnical officer, and T. P. Hackney, Jr., C&O/B&O chief mechanical officer—car, organized a meeting at Atlanta two months ago to come up with an economical, safe method of loading chain-equipped bulkhead cars. The session was attended by representatives of 20 railroads and the forest products subcommittee of the AAR Mechanical Division's Committee on Loading Rules. In short order there was agreement and then AAR sanction for a method which has been thoroughly tested in regular service, the so-called unitized load principle.

Unitizing interlaces the tiers of lumber bundles to make the load more solid and consequently less difficult to transport on a flat car. The aim is to tie together the bundles, including their separators, to reduce the possibility of a change in the original position of the load during transit. The unitizing bands differ only in size from the strapping which is now generally used to produce the packages which mechanized loading requires and are applied in addition to the chain tiedowns.

● **What is needed.** After a study of its own situation, C&O/B&O could report to shippers that "chains and the bands used for bundle preparation alone will not provide sufficient load restraint to protect the load." The roads' interpretation of AAR loading requirements has been that "chains on a flat car eliminate the need for stakes and the encircling bands," but that "chains do not eliminate the requirement for unitizing banding." Then comes the clincher: "The relatively small additional cost to unitize a load is offset by decreased transit time resulting from fewer load adjustments and by fewer customer complaints about shifted loads.'

This has been the point where salesmanship is called for. Preliminary to this has been a year-long program of identifying the physical and commercial problems involved in lumber shiping, determining what could be done about them, and only then going to customers with the saleable program that had been developed.

Toward this end, C&O/B&O adopted a "team approach" which called upon each of three departments for its special talents that could be brought to bear on the unsatisfactory lumber situation. So successful have been the results that there are indications the same team approach may soon be taken for solving other difficult traffic problems. Once the lumber problem had been brought into the open, C&O/B&O officers note that there was soon agreement on its scope and solution.

● **Real teamwork.** The Mechanical Department has responsibility for establishing and enforcing rules for open-top car loading to permit safe movement over the railroad. In the Merchandise Freight Group, the market manager for lumber and paper products has responsibility for the volume and profitability of lumber traffic. The Product Development Bureau of the Commercial Development Department has the responsibility for developing the commercial specifications for freight cars, acquiring the cars, and then seeing that those acquired do actually make money.

Appreciating problems

A major challenge has been that it is difficult for a shipper to realize the problems associated with the movement of his loads. Before anything comprehensive had been done by C&O/B&O, probably 75% of the loaded bulkhead cars got into trouble en route. Such cars at times could be delayed up to five days in the process of load adjustment; the railroads often spent as much as $200 per car in the process.

Reaching the shippers of lumber is different from contacting, say, the shippers of steel products. There are many small operators, often at rural and remote locations. In addition, there are some substantial and permanent operations. According to E. S. Lord, market manager for lumber and paper, there are a hundred mills in C&O/B&O territory, ten of these producing over 50,000 board feet daily and several are operations or subsidiaries of nationwide organizations. It was found that contacts with about 50 men from some 30 mills would cover 90% of the originated traffic.

● **Just the facts.** The facts these shippers should be given were firming up by this time. In addition to the unitizing of the finished load, the railroaders agreed that a degree of "preloading activity" had to be impressed on the shippers. Such activity includes the preparation of substantial bundles and planning of optimum arrangement on the car. And even before load securement starts, it was also necessary to stress the use of substantial and uniform separators located sufficiently in from the bundle ends so that a firm assembly would be achieved.

Costs spelled out

Some of the costs of improper loading could also be spelled out. What was being sought by C&O/B&O was essentially a change in loading method rather than a more costly process. Improper loading of bulkhead cars could only slow their turnaround time, meaning that the railroads would have to supply standard flat cars which always involve a more expensive loading process. The ultimate cost would be to push equipment availability down and rates up.

Having defined the audience to be reached and the story which had to be told, the Product Development Bureau now began to get on with its missionary effort, Operation Tiedown. Internally, the information had to get to the mechanical and sales departments. It has been incorporated in a mechanical supervisors' training course to assure a uniformity of approach to the inspection of customers' lumber loads.

● **A sales effort.** At the same time, freight salesmen had to be given a clear idea not only of what was wanted but why. This was accomplished through regional sales meetings with back-up information describing the entire situation. The salesmen are constantly working with shippers to encourage existing lumber operations to expand, to convert off-line mills into on-line shippers, and to encourage the establishment of new lumbering operations. Lumberjack cars and associated equipment can be effective tools in such sales efforts. They had to be impressed

with the importance of assuring that such expensive cars are utilized in a manner which can justify their investment.

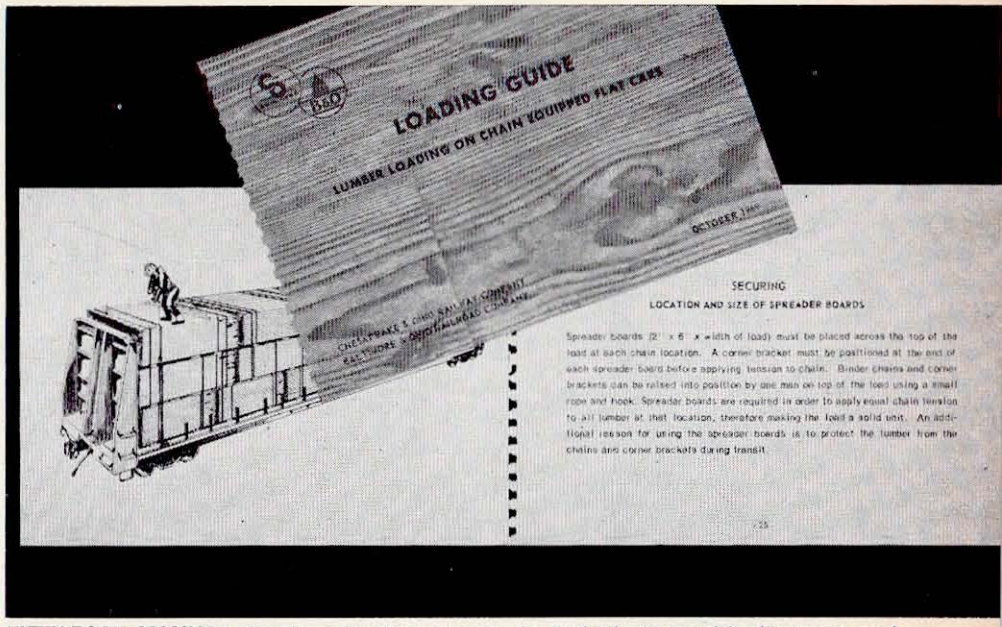
To reach shippers, C&O/B&O kicked off a series of lumber loading seminars. The first was held recently at Huntington, W. Va. It brought in not only mill owners and traffic managers from a wide area, but also the loading crews and the railroad foremen and car inspectors with whom these men usually work. A day-long presentation detailed the advantages of proper utilization of C&O/B&O equipment along with the consequences of improper usage. Large photographs and slide presentations showed the results of improper loading.

On a nearby siding for inspection by the group was a B&O Lumberjack loaded to capacity in full conformity with the standards developed by the railroads' team effort. While some of the 41 shippers were from points beyond Appalachia, those attending did represent over 50% of C&O/B&O originated lumber traffic.

To get the loading information disseminated as widely as possible, the team has also produced a pocket-size educational manual, "Loading Guide—Lumber Loading on Chain Equipped Flat Cars." This 50-page booklet is being put in the hands of all shippers—present and potential. It is also available to other railroads and shipper associations.

Along with sections on Preparation, Loading and Securing, the manual has data on the cars which C&O/B&O can supply and an explanation of the incentive rates which are offered in conjunction with them. Says the manual: "You will get your lumber to market in better condition . . . The cars will get to destination quicker and—even more important to you—will get back to you sooner for more loading."

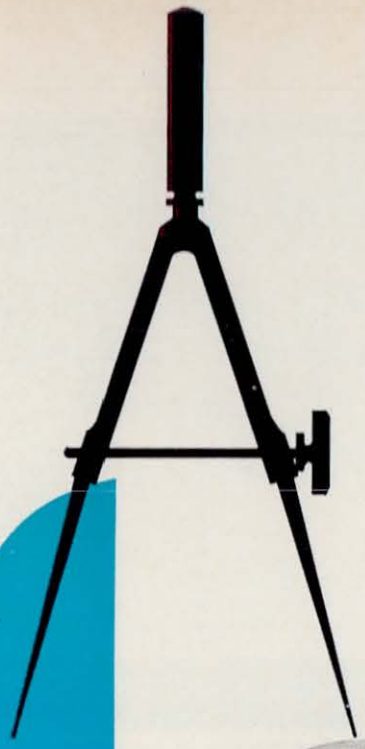
It is not the intention on C&O/B&O to stop with present technology. While there has been an all-out effort to improve usage of existing equipment, consideration is being given to cars which might make possible even more economical loading. The acquisition of more bulkhead flats, explains Peter J. Hart, director of product development, "points up C&O/B&O contributions to increasing the attractiveness of rail shipment of lumber at the same time they are enlisting shipper cooperation in better securement of loads." ■



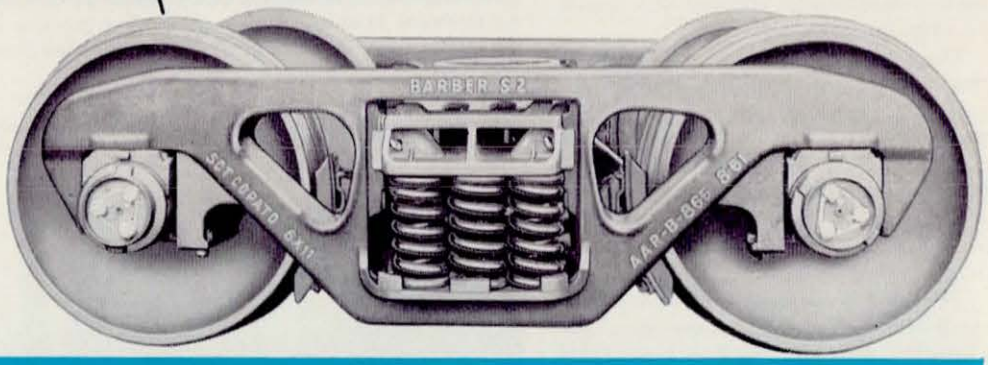
FIFTY-PAGE MANUAL develops loading process in logical steps with diagrams and explanations of each. Goal was not only to tell how the job is to be done but also why.

Getting the story across to shippers

SEMINAR at Huntington reached shippers of about 50% of originated lumber traffic in one session; posters helped get across the importance of proper car loading.



When was the
"TOTAL DESIGN CONCEPT"
of the Barber Stabilized Truck developed?



...EVERY DAY!

The first Barber Stabilized Truck was designed in 1932. Since that time it has undergone continual improvement. Its superiority has been proven through years of use... to give greater lading protection, longer service life, lower maintenance. And less first cost too! An excellent design in 1932, even better today... and tomorrow.

"Talk to the Man from Barber"

BARBER
STANDARD
CAR TRUCK COMPANY
CHICAGO • PHILADELPHIA • MONTREAL

3573

Circle 13 on coupon page 48

RAILWAY AGE
THE TRANSPORTATION WEEKLY

TOMORROW'S RAILROADS

NO. 11

RAILROADS AND THE GOVERNMENT

Continuing a 12-part exploration of what can and must be done to create the 21st century railroad . . . the 21st century transportation system

BY GUS WELTY

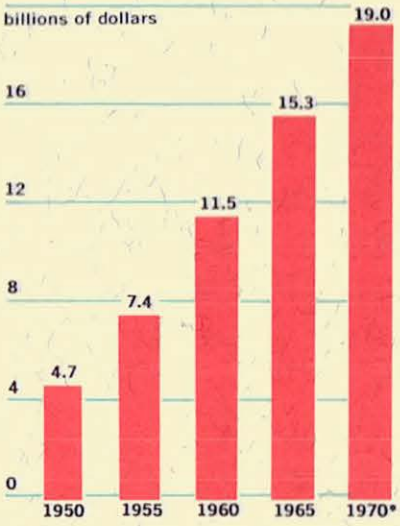
● **Government's relationship** to the railroad industry has changed dramatically. It is still changing. Perhaps never again will it remain static in the face of need for change –and this is all to the good. Unfortunately, however, much remains to be done if new paper relationships are to be turned into effective working relationships.

● **Both railroad people** and government people would be free to admit that they really don't know that much about working together. They can't be blamed for their ignorance. They have had little opportunity to practice cooperative creativity.

● **Government has been cast** too often in the role of the oppressor–a foe to be feared, sometimes to be scorned, almost always to be regarded as a meddler. Railroads have been cast too often in the role of antiquity's conservationists–as an industry dominated by the past and loving it.

● **For tomorrow,** however, a railroad/government partnership has to grow. There must be a mutual recognition that railroads in cooperation with government can do a far better job for the nation than railroads can do while standing proudly, if somewhat tattered, as the quote-unquote last bastion of free enterprise. This does not mean nationalization, or even an expansion of government's present control functions. It does mean development of ways in which (1) transportation can be accepted as the cement that binds society together, (2)

Government's spending for non-railroad transport facilities keeps going up . . .



Source: TAA

*Projected

railroads can be accepted as the keystone of a national transportation system, and (3) transportation, including railroads, can accept government as a partner with something valuable to contribute.

● **But government and railroads** need help in forming this partnership. Government and *all* transportation need help. Government's past concern with railroads has been as regulator or referee. Government's past concern with transportation has been no over-all concern at all. Rather, it has been a fragmented, piecemeal kind of thing, creative only in the sense that it has created imbalances damaging to transportation and to the nation.

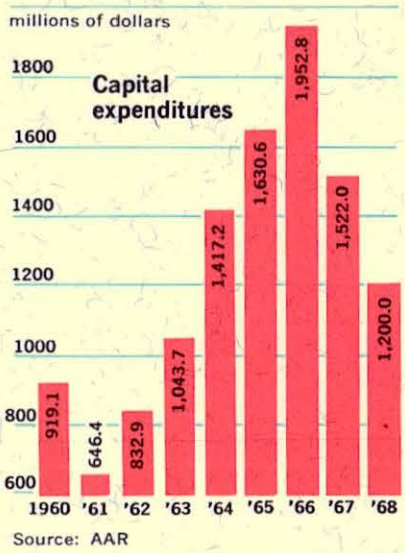
● **A master politician** once observed that "Law-making is a wonderful and mysterious process. However, in Washington it's really quite simple. When the people want a law, the Congress gives it to them." That is over-simplification, of course. But perhaps it provides a starting point, in trying to figure where government and transportation ought to be going—and how they might best get there together.

● **Congress is well aware** that there is a railroad problem, even a transportation problem. But for the most part, Congress has been forced to deal with symptoms—with effects and not with causes. Congress needs help, and it is not enough merely to present each new Congress with a "legislative program" and then to lobby for its passage. Congress needs back-up thinking—from advisors in the Executive branch, for example, and from the public and its so-called opinion leaders.

● **The Department of Transportation,** and specifically the

Federal Railroad Administration, can fill a part of this need. But still, railroads (and all transportation) must get their message across in the 50 states, if there is to be the kind of constituent-feedback which produces action on Capitol Hill.

. . . while railroads make-do, with their own and borrowed money



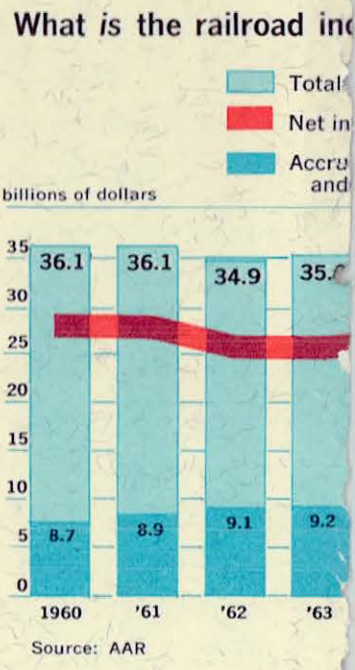
Source: AAR

● **Top advisors** in government today are trying to promote change. A key official in DOT notes "ample evidence that improvements can and should be made in the regulations existing in the transportation industry. The Administration has a firm commitment to increasing beneficial competition and, where appropriate, relaxing regulation." Another top policy-maker in DOT talks of "the beneficial long-run effects of free and open competition." He sees "a gradual move toward freer competition, giving the carriers and shippers ample time to adjust to the winds of change." At the same time, he warns that "if we pursue our present course of rigid controls over the railroads and slack or no controls over much of the highway and water systems, we are flirting with early nationalization of much of our railroad system."

● **If this kind of advice** to Congress can be buttressed with public agreement, then progress can be made toward developing a balanced transportation industry that can grow with the nation and serve it well. But the job of convincing the public remains to be done. And unfortunately, what the public sees is too often the negative side, the evidence of failure.

● **Even in the area** of industry/government relations, the public is getting mostly the bad news. From word and picture, the public knows that government is investi-

gating railroad safety and railroad passenger service and railroad equipment supply. Congress and the Administration may recognize a deeper meaning in these investigations. Congress and the Administration may be aware that these problem areas are, in a DOT official's words, "only symptoms of an ailing industry that needs help now and should be made more economically healthy." But the public, it would appear, does not yet share this awareness.



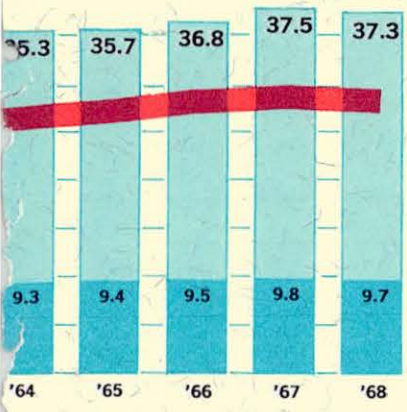
- **Some question** might also be raised as to the industry's total awareness—not its awareness of the problems, certainly, but its awareness of the possible paths to solution. It was in 1969—not 1960 or even 1965—that one of the industry's most-respected leaders felt it necessary to point out that "we must regard [government] as a partner, for many of the problems of the railroad industry are of such proportion that they cannot be solved except through a cooperative approach between government and industry." It was the same man who tacked on the observation that the combined forces of government and industry "will be ineffectual unless we have public understanding and public approval of our objectives. We will have little hope of stimulating Congressional action on our behalf unless we have the force of public opinion behind us."

- **But what about objectives?** What about priorities? What is gaining in importance? What, if anything, has become less important with the passage of time or with changing conditions?

- **Tendencies in the past** have been to go each time for a

try, in dollar terms?

stment
ment
epreciation
ortization



package, and the strategy hasn't worked. Perhaps the theory has been that Congress will eventually come through, if it is told something often enough. Perhaps railroads have been operating on the premise that many things need to be done and there is no point in ignoring any of them. In an absolute sense, railroads have probably been right. But in the context of practical politics, the strategy just hasn't worked. Not since 1958 has Congress been sufficiently aroused to a point where it would deliver a legislative "program." And even in '58, the law-makers stopped far short of delivering a total package.

● **Without much doubt,** every railroad management has its own legislative priority list. The multi-item packages of the past reflect this. Today, however, there are certain evidences of greater unanimity in assigning priorities. There is, perhaps, a unity of purpose that has not always existed.

● **There is still need** for transport legislation on many fronts. Legislative attention should be directed into the whole area of transport pricing, into the use of tax incentives to promote transport improvement, into the use of federal support to maintain services defined as essential but unsupportable through the normal workings of the marketplace. Still, there is a growing feeling that Congress—if it is thinking along progressive lines—should be giving top priority to development of the multi-modal concept in transportation. This could well be the toughest transport issue to confront Congress. But tough or not, it should be tackled. Tomorrow's demands for mobility—of both people and things—will be

Reflecting tough times, U.S. income tax accruals are dropping...

Source: AAR

too great to be met by fragmented and fractured transportation, no matter how efficient any individual mode might become.

● **Dealing with government,** however, is more than just dealing with DOT and Congress. More than four dozen regulatory commissions, state and federal, get involved. Fifty state legislatures must be considered (even, in the total-transport sense, those of Hawaii and Alaska). Governors, mayors, city and town councils and the ever-present tax assessor can exercise various forms of influence over what goes on in transportation. The existence of these forces complicates matters. It also underscores the importance of developing public support for railroad (and transport) goals.

● **In any ranking** of problems-with-government, the immediate regulatory problem almost has to come first. It is day-to-day, month-to-month, year-to-year. It touches, often with a heavy hand, two key elements in any buyer/seller relationship in transportation: Pricing and (in ways less direct) service.

● **You could fill a book** with suggestions that have been made for improvement of the regulatory process. The extremes range from a total abolition of regulation to a mild plea for the regulators to "do better" within all the present frameworks of their operation. Some would consolidate all regulatory agencies at the federal level. Some would transfer the judicial aspects of regulation to an administrative court. Some would abolish state regulation, on grounds that railroads are part of a national transportation system and that "one national regulator ought to be able to protect the public interest,

without additional regulation by the states."

... but *total* U.S. taxes chart a different course

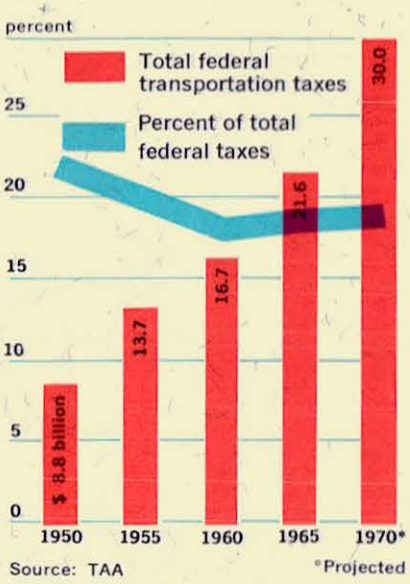
Source: AAR

● **All such suggestions** may be naive—if you believe that government's movement can only be toward greater controls and the building of greater bureaucracies. At the same time, a warning has to be sounded—again and again: Unless transportation is looked at in new lights, government may well end up by seriously damaging the public interest it presumably is in business to protect.

● **But how do you get** this message across? How do you convince government of the dangers of playing minor-league politics with major-league problems? How do you persuade those in government that tomorrow's railroad —tomorrow's transportation—can only be as good as government permits it to be?

● **If you're a railroad man,** you go before the lawmakers and the regulators under a handicap—under several handicaps. First, absurd as it may seem, railroads still have the excesses of 1870 and 1880 to live down. The robber-baron image is an ancient but formidable foe. Second, railroads have comparatively little political power of their own. You can kick a railroad. Its power to deliver an effective return kick is limited. Third, railroads lack the broad lobby support that other transport modes seem to have. The railway supply industry is showing a steadily increasing support-capability, and its help has been invaluable. But the "supply" industries linked with other forms of transportation—the cement and petroleum-products people, the aircraft/aerospace complex—are equally dedicated to their cause, and their political strength is something to behold. Fourth, railroads don't get meaningful backing from the organiza-

And this is the total U.S. tax derived from transportation



Source: TAA

*Projected

tions representing railroad employees. Labor devotes its efforts to pushing legislation labor wants—and no amount of talk has yet been able to persuade labor's leaders that they ought to be working just as hard for legislation in the industry's interest.

● **And as if all this** were not enough, railroads lack a positive identification with the great American public. They cannot claim (1) the glamor attraction of the airlines; (2) the pork-barrel, spread-the-wealth advantage of the waterways operator; or (3) the every-man-a-motorist, every-motorist-a-voter song which the highway builders and highway freight-carriers can sing.

● **Railroads,** in short, have a long way to go before they can sit as equal partners in transportation in the halls of government. Perhaps they can make it on their own, at least part of the way—through redoubled attention to service, and to the public-interest aspects of railroading and transportation. But they should also be able to count on meaningful new support from several sources. One is rail labor—when labor realizes the full extent of the employee's stake in tomorrow's railroads. Another is the Executive branch of government—when the railroad/DOT relationship matures. A third is the transportation buyer—when he comes to a broader realization that his long-run interests coincide with those of the industry more often than not.

● **In the end,** it comes down to this: Railroads and government have been entangled for more than a century. But the relationship has been less than a stimulating one. That has to change. And the sooner all concerned start working *for* this change, the sooner tomorrow's railroads will live up to their promise.

Coming Nov. 24
Part 11:

RAILROADS AND GOVERNMENT—WHAT ARE THE POLITICAL REALITIES?

need to ship 83,040,000 lbs. of lading RIGHT NOW? we can lease you the cars RIGHT NOW!

This is a 50-foot insulated box car, with 138,400 lbs. load limit. We have 600 available for leasing RIGHT NOW. We'll put what you want on and in them, too. Take interior bulkheads, for example. You can have our famous AIR PAK.® Or some other lading protection device. Or none at all. And we'll paint your name on the sides of each car. So pick a number from 1 to 600, and get ready for RIGHT NOW delivery. Also, we'll lease any kind of rolling stock, whether we build it or not. Just call Ralph Bell at 312-297-3200 and tell him what you need, and how soon.

UNITED STATES RAILWAY EQUIPMENT COMPANY

A SUBSIDIARY OF EVANS PRODUCTS CO

2200 East Devon Avenue, Des Plaines, Illinois 60018 * 312-297-3200

MEMBER
RPI
RAILWAY PROGRESS INSTITUTE

FOR THE LOW-COST PD CAR THAT UNLOADS ANYWHERE, TALK TO ACF.

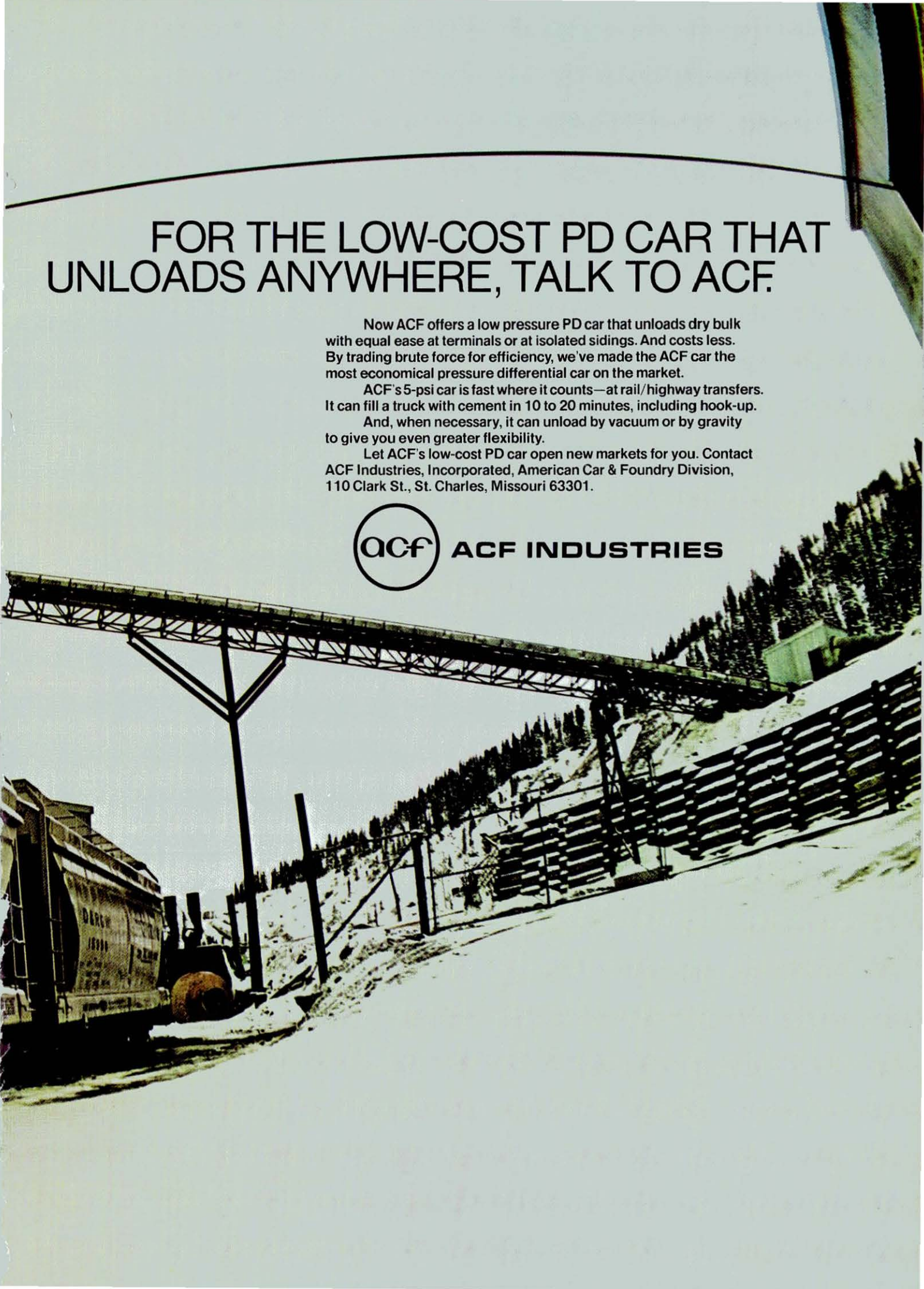
Now ACF offers a low pressure PD car that unloads dry bulk with equal ease at terminals or at isolated sidings. And costs less. By trading brute force for efficiency, we've made the ACF car the most economical pressure differential car on the market.

ACF's 5-psi car is fast where it counts—at rail/highway transfers. It can fill a truck with cement in 10 to 20 minutes, including hook-up.

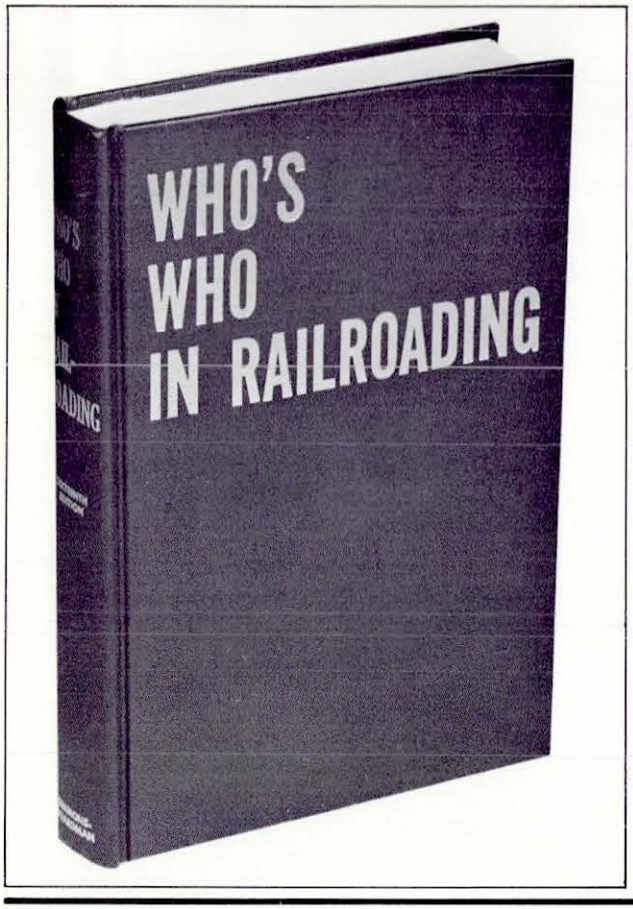
And, when necessary, it can unload by vacuum or by gravity to give you even greater flexibility.

Let ACF's low-cost PD car open new markets for you. Contact ACF Industries, Incorporated, American Car & Foundry Division, 110 Clark St., St. Charles, Missouri 63301.

acf **ACF INDUSTRIES**



While they last... Special Christmas Offer



This could easily be the perfect way to take care of some of the people on your—or your company's—Christmas list!

They'd find the 16th edition of WHO'S WHO IN RAILROADING a gold mine of information about railroad people . . .

. . . their present titles or positions;
. . . their ages, marital status, family;
. . . their careers—including railroad, professional, military;
. . . their technical society memberships, public offices held, books and articles written;
. . . their education, clubs, fraternity.

WHO'S WHO IN RAILROADING contains 6,000 entries—of which 1,500 are new in the 16th edition. They include railroad executives, leaders in the railroad equipment and supply industries, railroad labor leaders, members of regulatory bodies, ICC personnel, transportation economists, specialists in railroad finance.

This "blue book" of the North American railroad industry would make a great present. But act now. This offer is good only as long as the supply lasts.

CLIP THIS COUPON

Simmons-Boardman Books
30 Church St., New York, N.Y. 10007

Please send me ..... copy(s) of the 16th edition of "WHO'S WHO IN RAILROADING", for which I enclose .....

One copy: $23 per copy
Two to five copies: $18 per copy
Six or more copies: $15 per copy

NAME .....

STREET .....

CITY .....

STATE ..... ZIP .....

VACUUM TRANSFER UNIT (right) is readied for unloading of trailer-load of plastic pellets from Center Flow car.

CNJ opens new bulk terminal

TBS service expands markets for producers of liquid and dry products.

TBS has come to the New York metropolitan area. TBS—Through Bulk Service—is a concept which introduces intermodalism to distribution of dry and liquid bulk materials from a new facility of the Central Railroad of New Jersey at Elizabethport, N.J.

TBS originated on CNJ's parent Chesapeake & Ohio/Baltimore & Ohio. However, no one facility on the larger roads is as comprehensive in the services it offers as the 43-car-capacity installation on the Jersey Central.

● **Can do more**. That similar bulk handling services, like Flexi-Flo originated by the New York Central, did precede TBS is readily conceded by C&O/B&O traffic officers. But, says CNJ's Bernie Strongin, general manager—sales and service, "while the concept of TBS is not totally new, some of the methods for protection and transfer of products being used at Elizabethport are new—so new, in fact, that they are found at no other rail terminal in the country."

The rail-truck transfer facility offers shippers the benefit of low carload rail rates and the flexibility of truck delivery, making it economically feasible for small-lot users to be served as readily as those requiring large quantities. "TBS opens important new market potentials for manufacturers of dry and liquid bulk products," explains Strongin.

Jim Suthann, C&O/B&O market manager—chemical industry, continues: "In the past it was not practical for a shipper—for example, a chemical manufacturer in the Southwest—to try to sell his product to a user in the East who required only a small quantity. Moving a small load by truck over long distances made the cost prohibitive. Consequently, much small-order business was lost.

"With TBS, the chemical, grain or food producer in Texas, Louisiana, Mississippi, Tennessee or wherever, can now ship large quantities of his product into Elizabethport by rail at low rates. There, through trucking arrangements made by CNJ, or on his own, he can deliver orders in any quantity to customers 5 miles away, 50 miles away, or at much greater distances."

The railroads issue one bill for both transfer and delivery service. The big covered hoppers and tank cars parked at the terminal will, in effect, serve as storage facilities for the shipper. Chemical lab technicians take samples of each car's contents before unloading as a record of arrival condition.

● **New markets**. The first TBS customer at Elizabethport began about two years ago to distribute plasticizers from tank cars throughout the Northeast as far as Canada. While the sophisticated transfer facility was then in the future, the concept immediately made it possible for Witco Chemical to open new markets to its plants in the Southwest. And, according to William B. Rose, Witco's manager of distribution and traffic, the arrangement continues.

The TBS terminal now consists of two quarter-mile tracks constructed on concrete ties through a paved and drained area which is readily cleaned in the event of any product spillage. The roadways are designed to give highway carriers uninterrupted access to the cars.

In the new terminal tank cars can be heated under closely controlled temperature conditions and there is also a clean-air system for high-speed transfer of commodities which must be kept moisture-free. The system has the capacity for unloading three tank cars simultaneously at the rate of 5,000 gallons per hour per car. The air supplied by this system is filtered and dried six times to eliminate all traces of moisture, oil vapor and dirt.

A new Semco vacuum system is used for transferring powdered and other small-particle dry commodities from covered hopper cars to trucks. This transfer unit discharges dry products at greatly increased rates under filtered air conditions with no moving parts to come in contact with the commodity. This Semco unit is truck mounted and can be quickly moved from car to car. ■

Now KEYSTONE

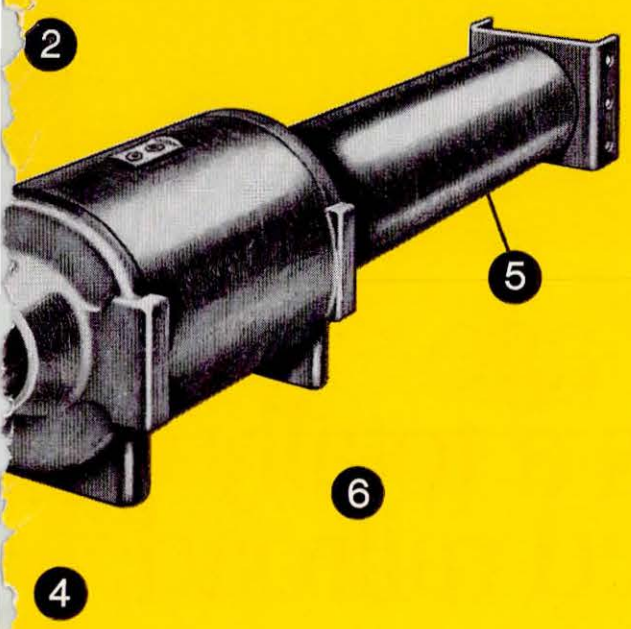
RELIABILITY to

Now we're positive that our End-of-Car cushioning device will continue the exceptional record for cushioning performance and RELIABILITY established by KEYSTONE SHOCK CONTROL.

Write for Keystone MODEL EOC Bulletin giving complete information and specifications on the End-of-Car Cushioning Units.

introduces

End-of-Car cushioning



Check these features and see why we're confident the MODEL EOC will do just that.

1. **Combines proven KEYSTONE SHOCK CONTROL hydraulic system principles with accepted draft gear yoke and stop design criteria**
2. **Easy and economical to install on both new and rebuilt cars**
3. **Yoke and draft stops designed to exceed AAR specifications for yoke and draft gear stop strength**
4. **Simple, rugged construction assures long dependable service with minimum maintenance**
5. **Return system's 5000# pre-compressed spring assures positive re-centering of unit and full cushioning protection in hump operation**
6. **Steel on steel forces are never transmitted through the hydraulic unit**

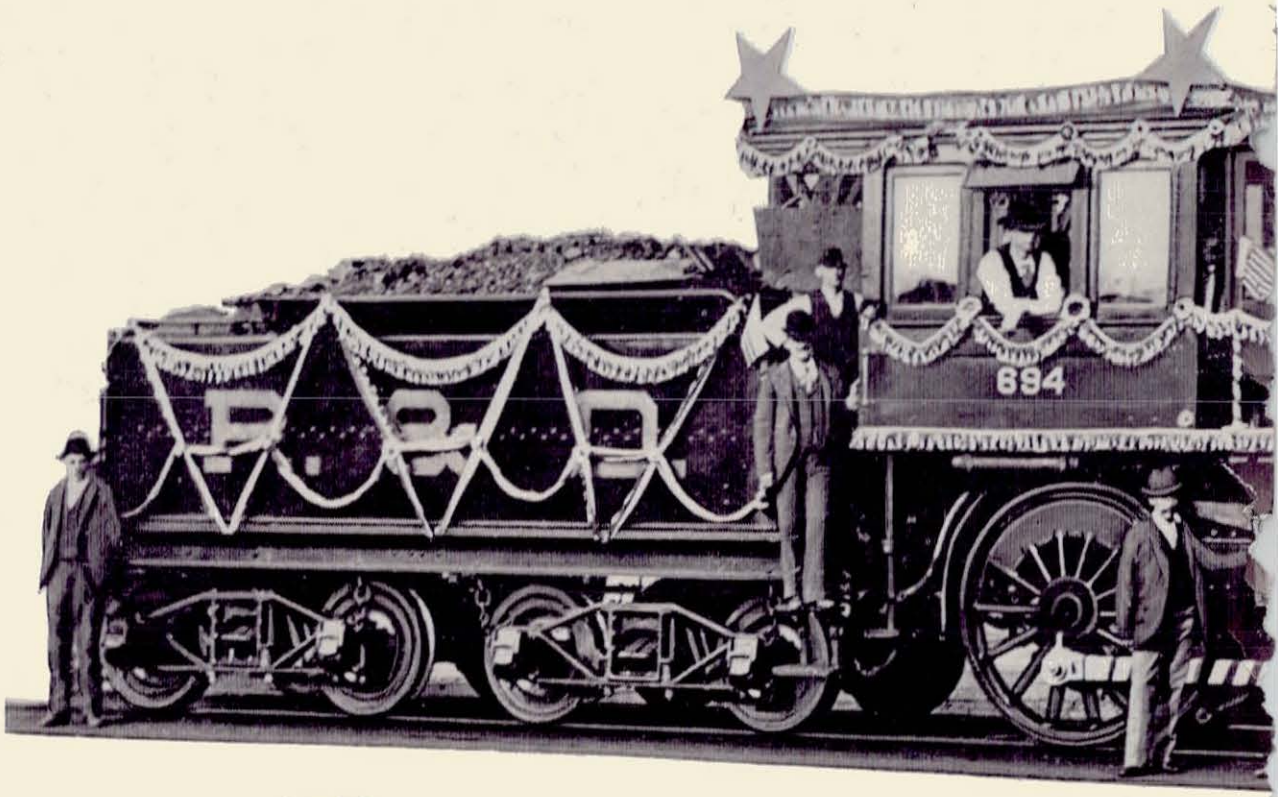
The KEYSTONE SHOCK CONTROL Model EOC is designed to avoid costly and complicated repair procedures. Each part, coupler, hydraulic unit and return system may be removed separately if repair or replacement is necessary. Coupler pins and keys are securely retained and wearing surfaces are fully protected. Yoke designs prohibit any possibility of cocking the yoke during a buff or draft stroke.

The Model EOC is available with 9″ and 1″, 10″ and 0″, 13⅜″ and 1⅝″, and 15″ and 0″ travel, and in a variety of application designs to meet the many variations in car construction and deck heights. Ask your Keystone Representative or call 312—427-7160 for help in selecting the particular one best suited to your car requirements.

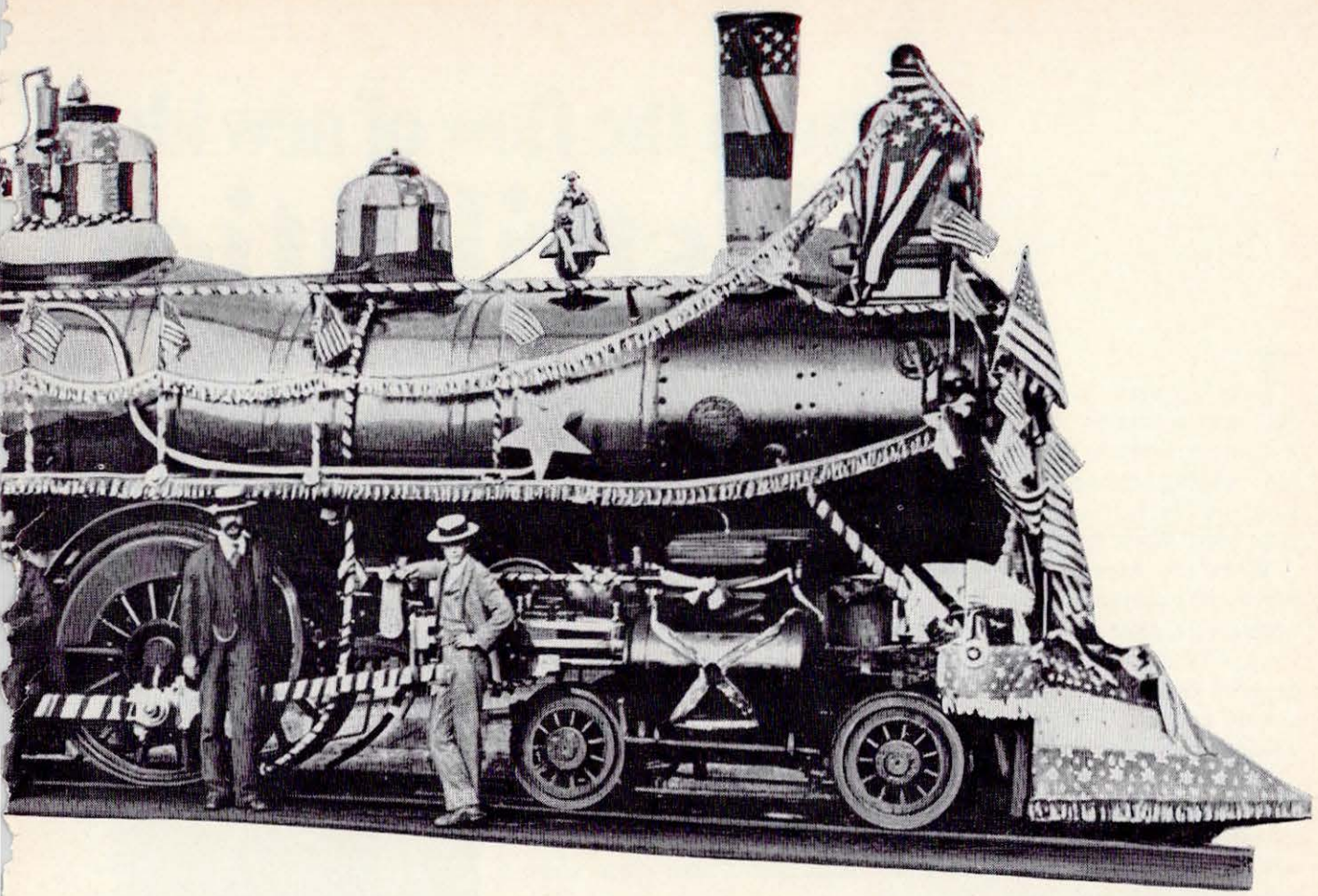
KEYSTONE RAILWAY EQUIPMENT COMPANY

General Offices: 310 S. Michigan Avenue • Chicago, Illinois 60604
Manufacturing: Camp Hill, Pennsylvania 17011

Sales Offices: San Francisco, California • Chicago, Illinois • St. Paul, Minnesota • St. Louis, Missouri • Omaha, Nebraska
New York, New York • Philadelphia, Pennsylvania • Springfield, Virginia • Montreal, Quebec, Canada • Mexico, D.F.



75 years ago we set out as a totally service-oriented railroad.



This photograph of a holiday-bedecked Richmond & Danville Railroad locomotive was taken in July, 1894, the same month Southern Railway Company was organized with the R&D as its nucleus.

We're still on that track!

It was one way to success in 1894. It's the only way to succeed today. Service–meeting America's needs for better transportation.

We keep ahead of such needs by welcoming new ideas. We are always busy squeezing the waste out of distribution. Putting innovations to work to improve what we can do for customers, today and in the future.

Our success in our first 75 years proves that our philosophy of service works.

It is one we are eager to apply, if the opportunity develops, to other forms of transportation.

We figure you can't overdo a good thing.

Southern Railway System, Washington, D.C.

IN 75 YEARS OF INNOVATING, SOUTHERN—

- *Bought the first road-freight diesel locomotive built in this country;*
- *Became the first major American railroad to be 100% dieselized;*
- *Was the first American railroad to apply the shuttle-train concept to the transporation of coal;*
- *Was the first railroad in the country to install a wireless centralized traffic control system;*
- *Was the first railroad to build a modern electronic classification yard in the South;*
- *Was the first American industry of any type to utilize the first truly effective large-scale data processing computer;*
- *Was the first railroad in the country to offer customers direct-inquiry access to computerized car-location information.*

SOUTHERN

GIVES A GREEN LIGHT TO INNOVATIONS THAT SQUEEZE THE WASTE OUT OF DISTRIBUTION

Circle 10 on coupon page 48

Turn on the flow of new ideas

Distribution

Take a 9-man team of distribution and transportation specialists, each with a "major" in a single industry or a group of closely related industries. Assign research, rate, sales and service experts to assist these nine market managers. Turn the team loose for a couple of years studying the marketing and distribution practices of American corporations. What do you have?

What *you* have may well depend on what *you* ask for. Great Northern's marketing men have some mighty interesting answers to questions almost every manufacturer and distributor is asking these days. GN market managers are developing much new information on how shippers can move raw materials into their plants more efficiently and how they can move their products to customers more efficiently.

This reservoir of distribution and transportation information is available freely to our customers. We'd be very glad, however, to have an early indication of your interest. Come pick our experts' brains—without incurring a single charge or obligation. Come drain some new ideas from our Think Tank.

Here's a fragmentary report of the recent activities of a handful of GN market managers—to help judge their potential worth to you.

END OF THE LINE has no significance to Ted Michon. His responsibilities cover movement of grain from field or ranch all the way to a hungry mouth an ocean or two away.

Ted Michon, (BS from Lehigh, MBA from Tulane) heads up GN's marketing team in the grain business. That's a man-sized assignment for Ted, because year in and year out, grain is Great Northern's biggest freight job.

Increasingly, the fortunes of America's grain producers depend on opening up new channels for world trade, so that's what has been occupying a great deal of Michon's time in the past 18 months. On his foreign travel log have been such glamorous ports of call as Tokyo, Osaka, Hong Kong and Manila.

If you're in the world-wide grain trade, you might well sit down with Ted Michon for a profitable exchange of ideas.

WHEELS ON WHEELS are the 365-day-a-year concern of Great Northern's Al Engelhart, market manager for automobiles and farm and construction machinery.

Al Engelhart, who has spent half a lifetime learning the ins and outs of hauling cars and trucks and farm equipment, is a modest fellow. When he's in town and available for a chat he very likely will tell you, "I've nothing up my sleeve for publication". Then he'll regale you with up-to-the-moment news of distribution ideas in the "wheel goods" world.

For instance, Al is currently finishing GN studies to further protect autos moving to dealers via our rack cars.

His wide experience in this field is yours to command. But, you have to move fast to catch the man.

from Great Northern's Think Tank

Vic Schoonover is a veteran railroad man who has always been close to the perishable food industry. In recent months he has been especially involved in the improvement of facilities for moving potatoes from the Red River Valley of Minnesota and North Dakota to distant markets.

Potatoes, contrary to what you may think, require delicate handling and rather strict controls of both temperature and humidity. New cars that keep potatoes in prime market condition through extended journeys have been given extensive tests—another demonstration of how Great Northern helps extend the market reach of its customers.

Maybe Vic has some answers for you. Why not dial his number on your telephone?

PERISHABLE FOODS can be a headache as they move from farm to processor to market. Vic Schoonover keeps a wary eye open for innovations in the distribution of foodstuffs.

PETROCHEMICALS, whether in Alaska or Texas, Montana or Louisiana, are Tom Kryzer's forte. As one of GN's market managers he's in the midst of every important development in the chemical industry.

Tom Kryzer received his degree in civil engineering, but never dreamed he'd wind up at Great Northern. Yet here we can use not only his university training but also his practical experience in the oil industry.

One of our busiest market managers, Tom has recently made an intensive study of the complex distribution facilities required to move oil from Alaska's North Slope discovery wells to consumption centers. He's also played a leading role in a new unit train movement of Canadian potash to Midwest and Eastern farm regions.

Yes, a railroad puts an engineer at your beck and call. That's how we do a better job for our shipper customers.

To start a flow of ideas your way from Great Northern Railway, call any of these men at 612-224-5588 or drop our Marketing Department a line at headquarters, 175 East Fourth Street, St. Paul, Minnesota 55101. We have offices in 53 cities in the U.S.A. (including Alaska), Canada and Japan.

GREAT NORTHERN

Circle 15 on coupon page 48

SHIPMENTS IN AND OUT of the Quincy Space Center total about 500,000 lb a day—with much of the traffic moving by rail.

UNDERGROUND WAREHOUSES boast a built-in growth factor. As limestone mining continues, more and more space is made available for development.

"Q" goes underground for new business

Tom Sawyer and Huck Finn probably wouldn't approve—but Burlington's traffic people aren't a bit unhappy with what's been happening to some of the caves in the river bluffs in Mark Twain country.

Take, for instance, a huge cavern on the Mississippi River at Quincy, Ill., just down the road from Hannibal, Mo. That cave is now the Quincy Space Center—an underground storage and distribution warehouse, with 160,000 square feet of space in use and space "reserves" of 2.5 million square feet.

● **Business for the Burlington.** What does this mean to Burlington? New business is what it means. Says Quincy Vice President Earl Ryan: "We're operating primarily as a distribution center at this time. We rely on a complete turnover every six weeks—and we're shipping about 500,000 pounds in and out every day."

Across the state of Missouri, at North Kansas City, Burlington is serving an even bigger underground operation—Underground Storage, Inc., with 1.5 million square feet of space developed and reserves so great that they are measured in acres. Underground Storage now has 225 acres of undeveloped below-ground space, and the total is growing by about 10 acres a year as limestone mining continues in the bluffs along the Missouri River.

Both caves have ample facilities for rail and truck service. Quincy's docks will accommodate eight rail cars and 12 trucks; Underground Storage, with about 3,000 feet of track under the surface, can handle up to 40 freight cars as well as 50-plus trucks.

● **Lower construction costs.** Underground-warehouse operators claim a number of advantages for their facilities, starting with savings on construction costs. In addition, they say, temperature and humidity can be precisely controlled; loading and unloading are not affected by weather conditions; security is simplified.

But what is it like to work underground? Highland Industries leases space in the North Kansas City cave for a metal-fabricating operation. Says Plant Superintendent Doug Summers: "Our employees like it. Constant temperature and humidity are beneficial influences in our meeting production schedules. Heat, from welding torches and heavy machinery, doesn't affect output as it does in surface buildings."

And yes, underground employers do screen job applicants to weed out the claustrophobes. The claustrophobia rejection rate: One out of 15. ■

"Service is better," many shippers say

(Continued from page 12B)

nately our membership claims rail service continues to worsen. Condition of cars placed for loading is terrible; shortage of cars continues; delay in transit seems to be a normal occurrence. Several members report service has deteriorated more rapidly since the 6% rate increase was asked for."

"Serious concern" about the entire transportation system is expressed by Arthur V. Krone, manager of transportation, Ashland Chemical Co., Houston: "It seems to deteriorate by the month. Service is poor, requiring tracing and expediting all important shipments, further adding to the burden of the carriers. Cars are lost and can't be found for days. Private cars are being wrecked at a rate never before experienced. All of this may be the result of the change-over to computers or just a phase the country is going through regarding personal responsibility. Motor carriers are no better. Far too many times they refuse to handle shipments even though their tariffs say they will. Let's hope the eight-point program adopted by the AAR will improve the railroad situation."

George J. Hellerman, manager of traffic and transportation, Raybestos-Manhattan, Inc., Passaic, N.J., has a more specific complaint: "We wait two weeks for cars to load. Cars are received dirty. It took 16 man hours to clean the last double-door car received. We would have lost a customer if we had let the car go and waited for a clean one."

One shipper who finds that railroad service is deteriorating generally—Ralph Hill, manager of distribution and transportation, Lamb-Weston, Inc., Portland, Ore.—exempts four railroads from his complaint: Union Pacific, Santa Fe, Frisco and Illinois Central.

William L. Bush, director of transportation and distribution, Weyerhaeuser Co., Tacoma, Wash., reports "instances of individual railroads improving their car reporting practices," but "the basic operations do not seem to be making much progress. We are still plagued by excessive transit times, lost cars and a failure to achieve what we consider to be a realistic potential for movement of our shipments. Increased freight rates would not be so distasteful if improvements in service went along with them. Postponement of the widely ballyhooed ACI system was a disappointment. Improved service should mean better car utilization, but it just doesn't seem to happen." ■

FRANK MALONE

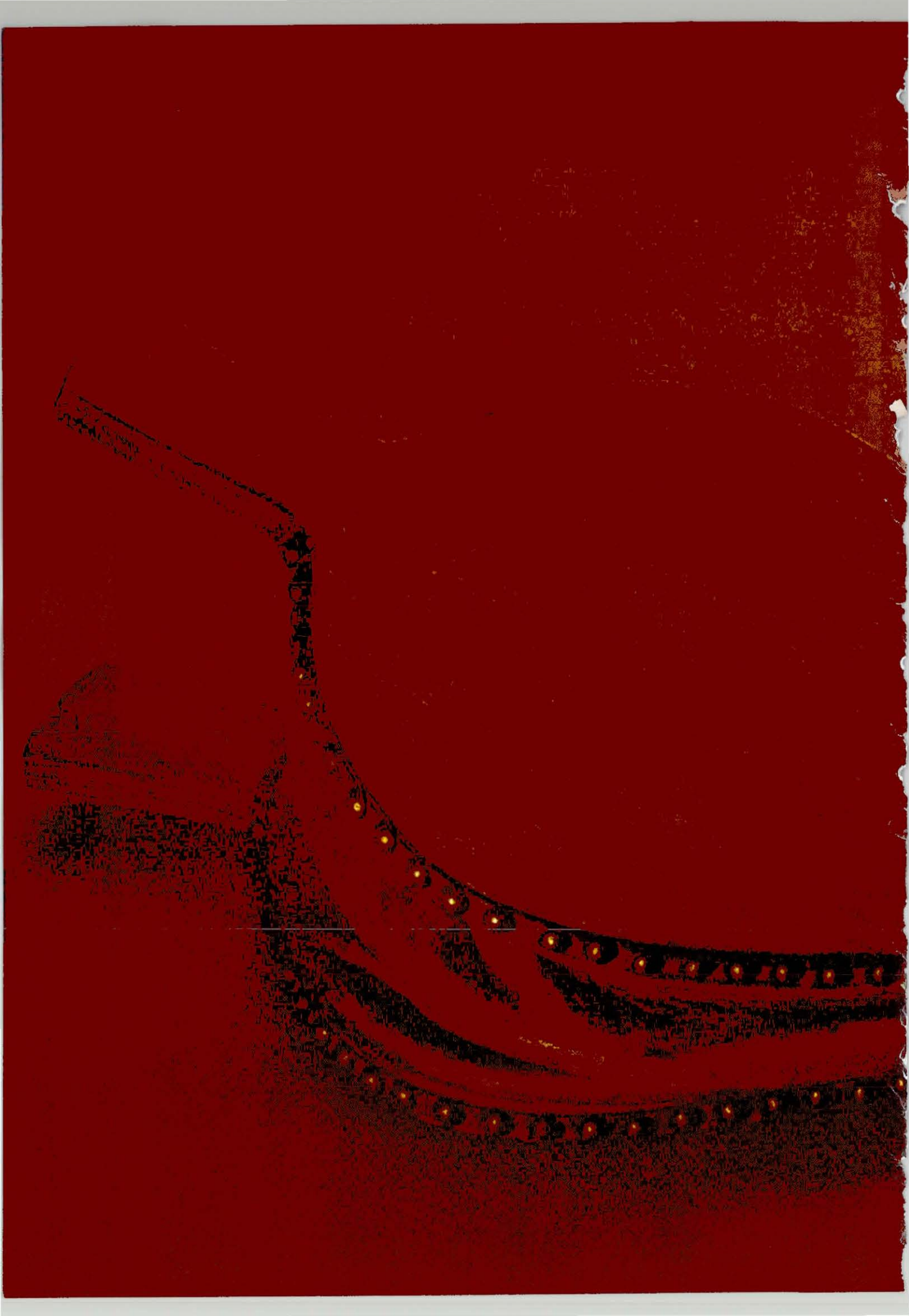
WATCHING WASHINGTON

PASSENGER LEGISLATION IS MOVING through its final shakedown in the Senate Commerce Committee. Exact words of the bill that goes to the Senate floor won't be known until the bill goes. Major provisions, however, might include: (1) ICC power to set and enforce standards for passenger operations; (2) lengthened ICC discontinuance proceedings; (3) Transportation Department study to determine where in the U. S. passenger service is needed and how much is needed; (4) some form of Federal subsidy.

CONSPICUOUSLY ABSENT might be a moratorium, of one year's length or until a study is done, on discontinuances of "last" or any kind of passenger train. With the other provisions, a moratorium wouldn't be needed. First, the rate of discontinuances would be slowed by longer proceedings. ICC has asked that carriers be required to give 60 days notice rather than 30 for a train-off; that ICC have 20 days rather than 10 to decide if it will investigate a discontinuance request; that seven rather than four months be the limit for discontinuances suspended while an investigation is pending.

DISCONTINUANCES ALSO WOULD BE SLOWED by the provision for a study by DOT rather than by ICC. Before going to ICC with a train-off request, a railroad first would have had to find out if it fit the DOT scheme of necessary service. If so, the railroad could get Federal aid. If not, but only then, the railroad could apply for a discontinuance. Also, the DOT study would last just 60 days, followed by 60 days for Congress to make changes. The three months allowed for the DOT study (which may come from FRA a lot sooner, anyway), together with the other provisions, would make it difficult for many trains to be taken off. Another thing behind charging DOT instead of ICC with the study is the feeling that planning (DOT) and regulating (ICC) are functions that should be kept apart.

FEDERAL AID, IT SEEMS, WOULD COME through an equipment-pool arrangement, whereby DOT would buy and maintain passenger cars, and railroads would operate them under lease. Or Federal money might come through direct subsidy of operations, not of capital expenses, to make up the losses rails say freight revenue must now cover. There was a chance that by next week at the latest the bill would get final form from the surface transportation subcommittee, the part of the Commerce Committee that does the real homework in this area.



We'd like to give everyone who doesn't have an Airslide® car one of these.

You might need it to blow your product out of some sticky corner.

Of course, if you had an Airslide car you wouldn't be stuck with that kind of problem.

Our car fluidizes the lading with low pressure air so that your product flows out as easily as it went in.

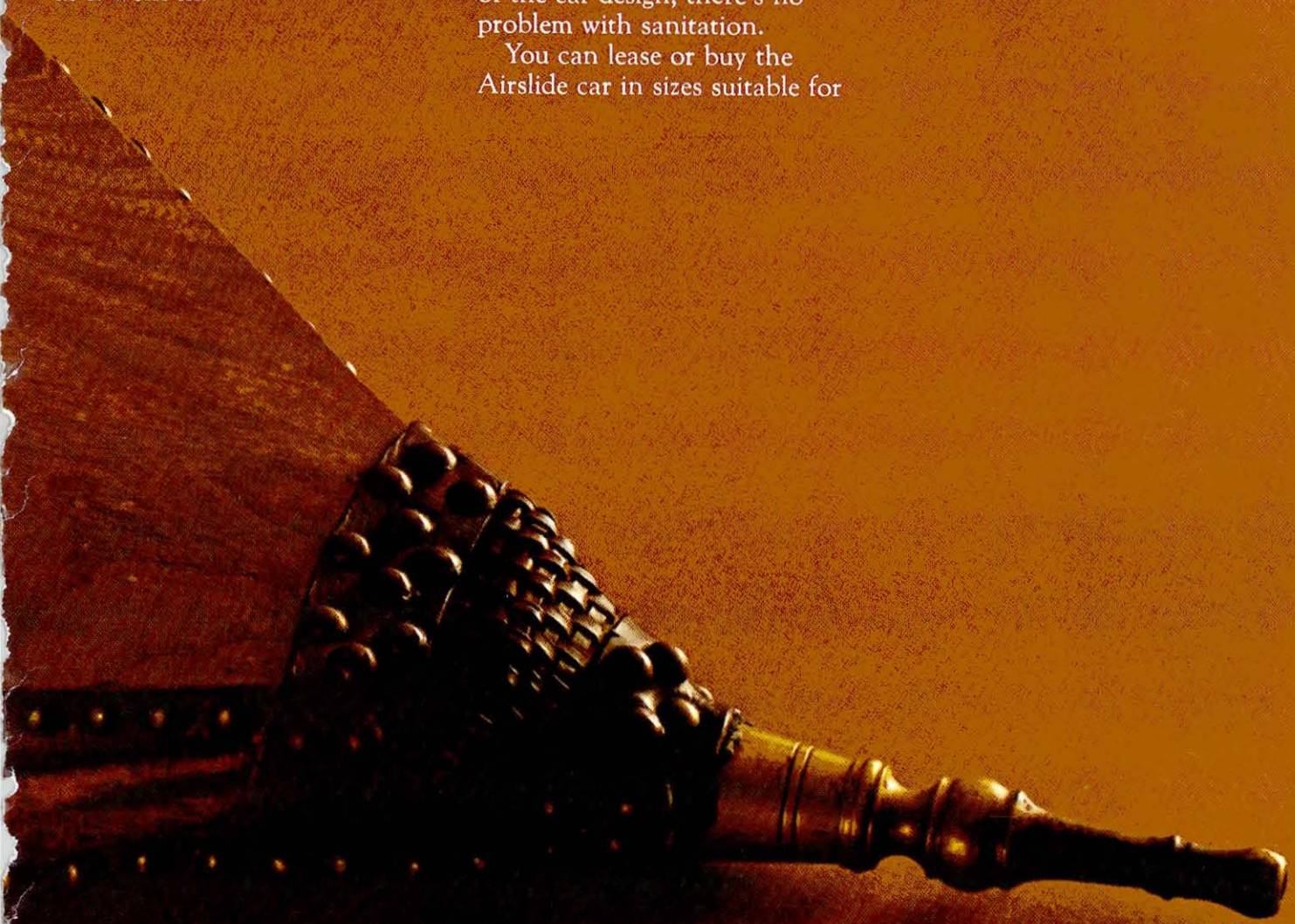
The Airslide car unloads flour, sugar, starch, cement, many chemicals and other finely divided dry bulk materials as fast as your conveying system can handle them.

What's more, fewer connections are necessary. Less spotting is needed. And because of the car design, there's no problem with sanitation.

You can lease or buy the Airslide car in sizes suitable for high or low density materials.

By this time you probably realize we really don't want to give you a bellows.

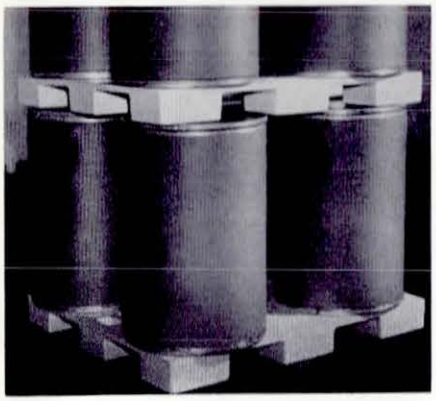
We'd much sooner lease or sell you an Airslide car.



TRANSPORTATION DIVISION
GENERAL AMERICAN TRANSPORTATION CORPORATION
120 South Riverside Plaza, Chicago, Illinois 60680
312/621-6200

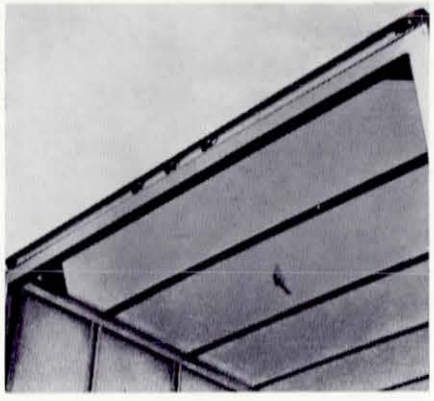
GATX™

NEW PRODUCTS REPORT



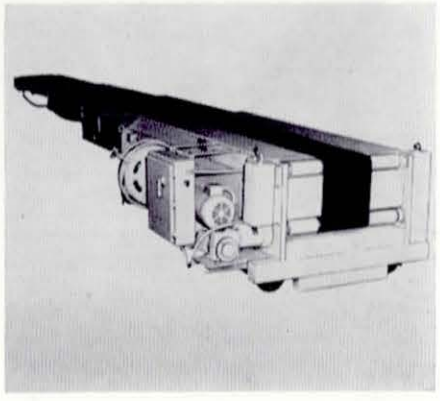
Polystyrene pallet (RA-1)

A new expanded polystyrene pallet offers many advantages and economies in packing, shipping, handling and warehousing of palletized products. Called Ship-Lite pallets, they are available in both two-way and four-way entry designs. Each pallet is a single molding with integral legs and decks, and weighs only 3 to 6 lb. In spite of their light weight, the pallets are strong, having been designed for loads of 3,000 to 5,000 lb. *Johns-Manville.*



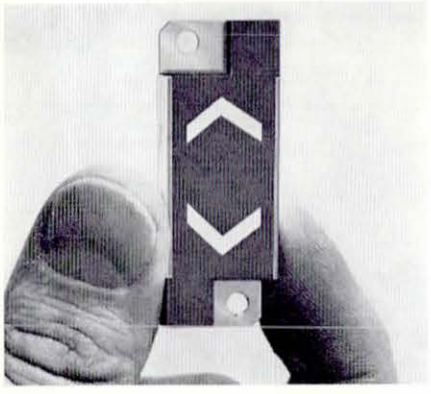
Fiberglass van roof (RA-2)

A new see-through roof of semi-transparent fiberglass has been made available for all Morrison van body models — aluminum, kolor-cote and steel. The roof, in effect a giant skylight, utilizes daylight to illuminate the van body interior. It utilizes a single-sheet fiberglass roof skin, free of splices and seams, in all lengths up to 26 feet. It is crowned to shed water, and has an 82% light transmittal factor. *Morrison Steel Products.*



Self-propelled conveyor (RA-3)

A new telescoping, self-propelled conveyor, called Adjustoveyor, is highly adaptable to many warehousing and loading dock needs. Made with 1, 2, 3, 4 or 5 cantilevered boom extensions, the maximum length is 40 feet. Closed, the unit is 8 feet long. Adjustoveyor, maneuverable from one location to another, can be moved quickly and easily if a dock, track or aisle must be cleared. It is powered by an electric motor drive. *Stewart-Glapat Corp.*



Impact recorder (RA-4)

A new, inexpensive impact recorder and shock level indicator is called the G-Mini. Preset to a given "G" level, it can be attached to shipping containers. It is attached with small screws or its own adhesive, and offers positive readout over a 6-ft distance. G-Mini, which is reusable, weighs 3/4 of an ounce and measures 2 in. by 3/4 in. The available "G"-level settings range from 5 to 1,000. *Vexilar Engineering, Inc.*

Car liner (RA-5)

Pillo-Pak, a ribbed paper carliner, has its ribs made from processed solid pulp and not fluted paper. This ribbing gives resiliency, flexibility and protective ability, even under carload pressures. The lining serves to arrest load motion by gripping the car floor and lower tier of bags or containers and is effective in protecting lading from nailheads, staples and splinters. It is manufactured in sheets, rolls and special laminated forms and is easily installed on car floors and walls. *Down River Packaging Materials Corp.*

RAILWAY AGE
THE TRANSPORTATION WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. J. Lindstrom)

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS IN ADVERTISEMENTS NUMBERED: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24.

PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGE 48 MARKED: RA-1 RA-2 RA-3 RA-4 RA-5

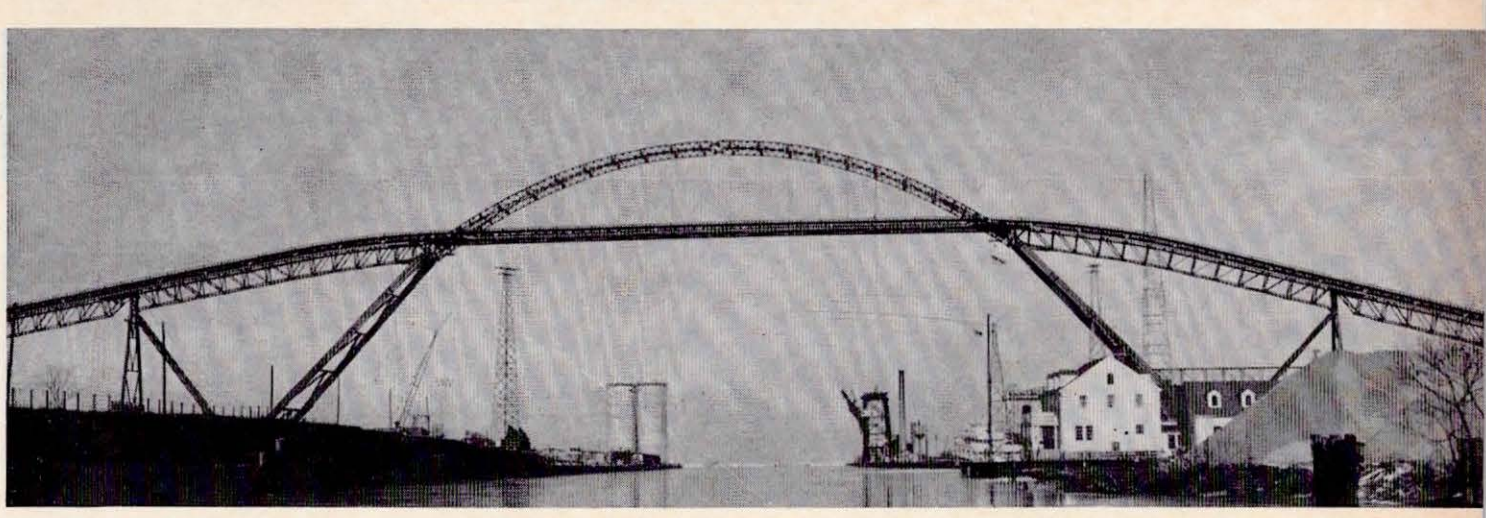
NAME ..... TITLE .....

COMPANY .....

ADDRESS .....

CITY ..... STATE ..... ZIP .....

• Inquiries can be processed only if title and company are shown. 11/24/69



The bridge that won a beauty contest

"The Beautiful Coal Chute" was the title of an unusual radio script aired recently over four Cleveland, Ohio, radio stations. The subject was a railroad coal conveyor bridge which won a "Design in Steel" award from the American Iron and Steel Institute. The author of the radio script, free-lance writer Paul T. Bohn, adapted it for Railway Age.

Takahata

Andrews

Out Ashtabula, Ohio way, at the mouth of the river that bears the city's name, Penn Central has put up a coal transfer installation that is the envy of the industry.

Some 7,500 tons of coal per hour can be processed through the facility or stockpiled to await opening of the Great Lakes shipping season.

● **Aesthetic engineering.** This model of efficiency has a special quality that makes one want to look twice. Rising 144 feet above the river is a perfectly elegant and eye-pleasing example of aesthetic engineering: a gracefully curving archway of steel that supports a conveyor system to move coal from one side of the river to the other.

Penn Central is not the only one pleased. So is Cleveland's McDowell-Wellman Engineering Co. They designed and built the structure, which recently won a coveted first prize in biennial competition sponsored by the American Iron and Steel Institute.

Bill Andrews and T. Takahata are about as alike in appearance as Mutt and Jeff. Bill is a tall, angular, light-haired, blue-eyed native Clevelander who runs the structural engineering department at McDowell-Wellman. T.—and that's his real name, just T.—is of Japanese descent, has straight, dark hair, wears glasses, was born in California, and looks as though he had just stepped off the M.I.T. campus. He's a structural design engineer for McDowell-Wellman, one of the most active planners and builders of giant-size materials handling systems in the country.

Bill and T. are responsible for the unusual artistic solution to the problem of how to get coal from one side of a river to the other.

● **Function and appearance.** "Most of the work we do is concerned with industrial type structures," says T., a 14-year company veteran, "and we don't get a chance to incorporate the aesthetic factor. But in this case we were able to achieve both functionability and appealing appearance.

"We had three possible approaches," he continued, "tunneling under the river, laying a closed conveyor system on the river bed, or going over. We chose the latter because it was the most economical."

Bill Andrews explained why.

"Time was the most influencing factor in the design. There were only nine months for design conception, design, detailing, fabrication, structural erection, conveyor component mounting and belt installation, no small tasks. When the shipping season closed, the railroad had to have access to an area to store coal.

"Back in 1967, when Penn Central agreed to our idea of an overhead system, they insisted on it being maintenance free," added Andrews. "We were able to satisfy them using a new type of weathering steel that forms a dense surface oxide to make the metal permanently corrosion proof. It will color eventually to an attractive deep maroon."

Erecting the stylish arch was a touchy job. The arch stretches 250 feet from tip to tip and rests on self-supporting approach spans on either side of the river. River traffic at this point is always heavy so interruptions to shipping had to be kept to a minimum. Then there was the not-so-small matter of getting the curving truss to fit exactly between the approach spans.

● **Like a jigsaw puzzle.** "The three pieces—end spans and middle span—were designed to fit together like a jigsaw puzzle," said Andrews. "If we were off more than a quarter inch on either side, we would not have been able to drop in the locking pins."

But McDowell-Wellman did the job in four hours, holding up river navigation for only about two. First, they assembled the arch span complete with hangers to hold the coal conveyor on the ground. They then placed the rig very carefully into position and pin-to-pin length on a barge. Next, they floated the barge across the river and raised the arch into place with two cranes, one on each side of the river.

The trick of moving large masses of bulk materials from one place to another is to do it economically, and this is a specialty of McDowell-Wellman. ■

Using the old to sell the new, or...

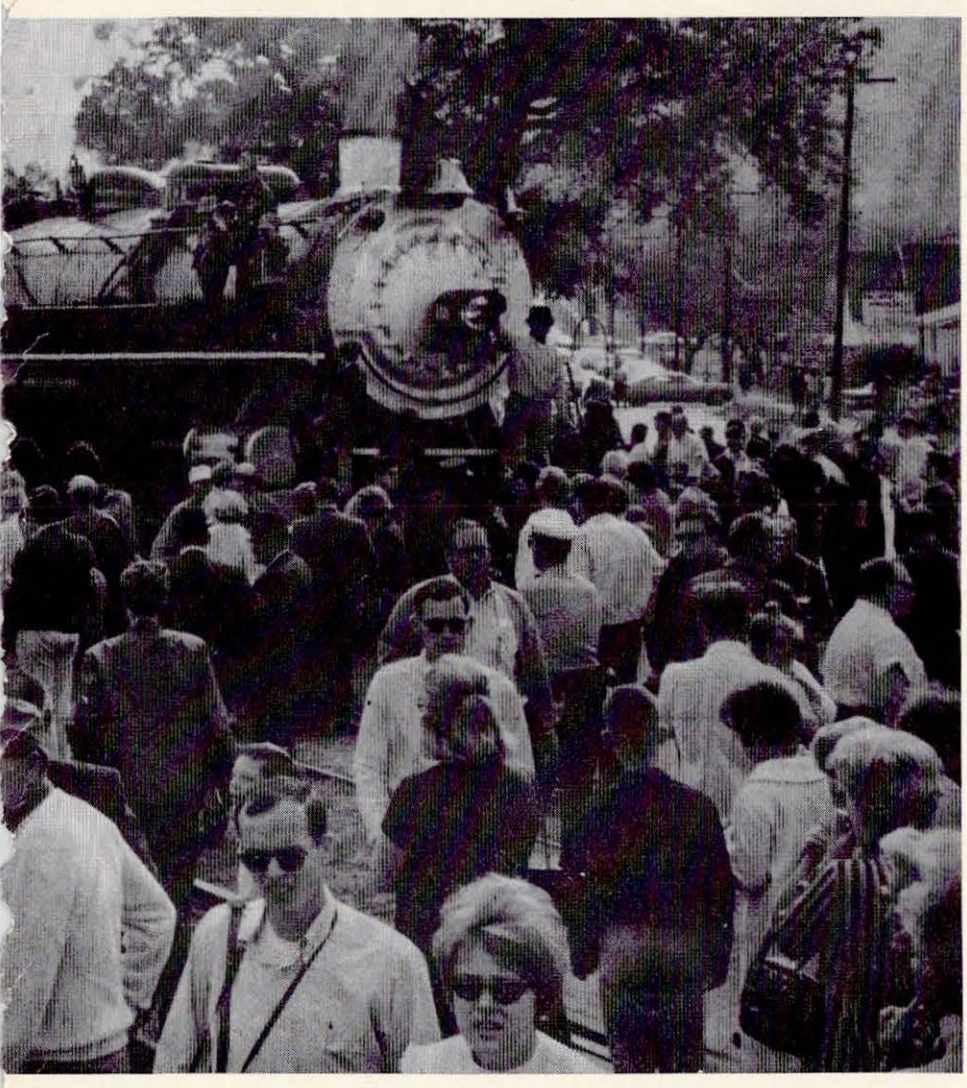
...getting people steamed up over

PICTURE STORY

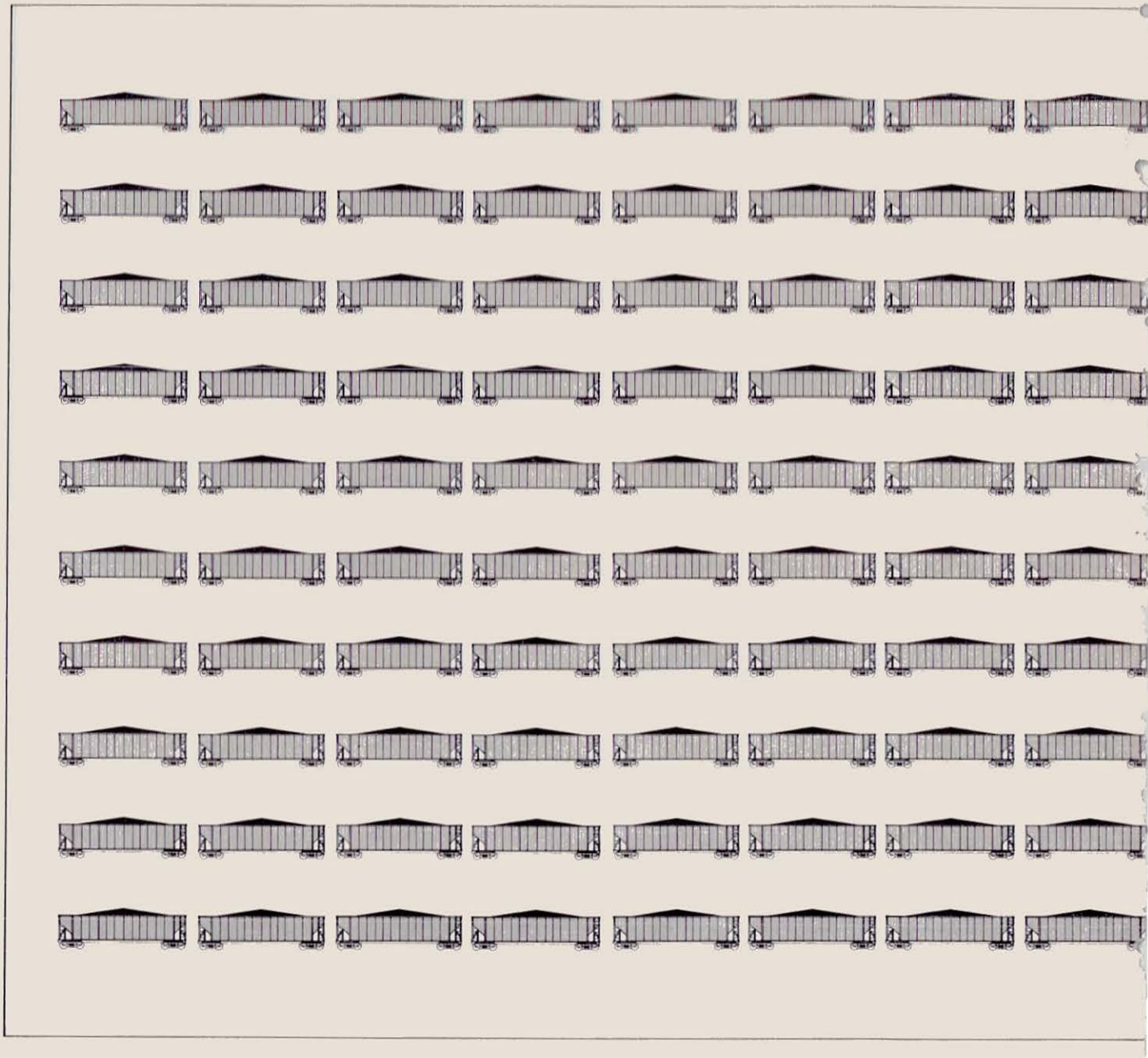
Moving Britain's famed "Flying Scotsman" from Boston to Houston (RA, Nov. 10, p. 20) was a transportation achievement for all of the railroads involved. One of them, the Southern, turned its share of the job into a major public relations coup. The observation car of the nine-car "Scotsman" train (left) hauled members of a British-American trade delegation and special guests of the Southern (right). But everybody got a chance to get into the act as Southern teamed up with railfan groups to operate two steam excursion trains, one hauled by a Pacific type locomotive (lower right), the other by a Mikado. All three steam-hauled trains met at Anniston, Ala., where Southern President Graham Claytor addressed a crowd of thousands.

Claytor used the steam to get the people out to look and listen—but his message was tuned to the future of the industry and the part railroads are playing in development of the Southern Railway territory and the nation.

—Robert G. Lewis

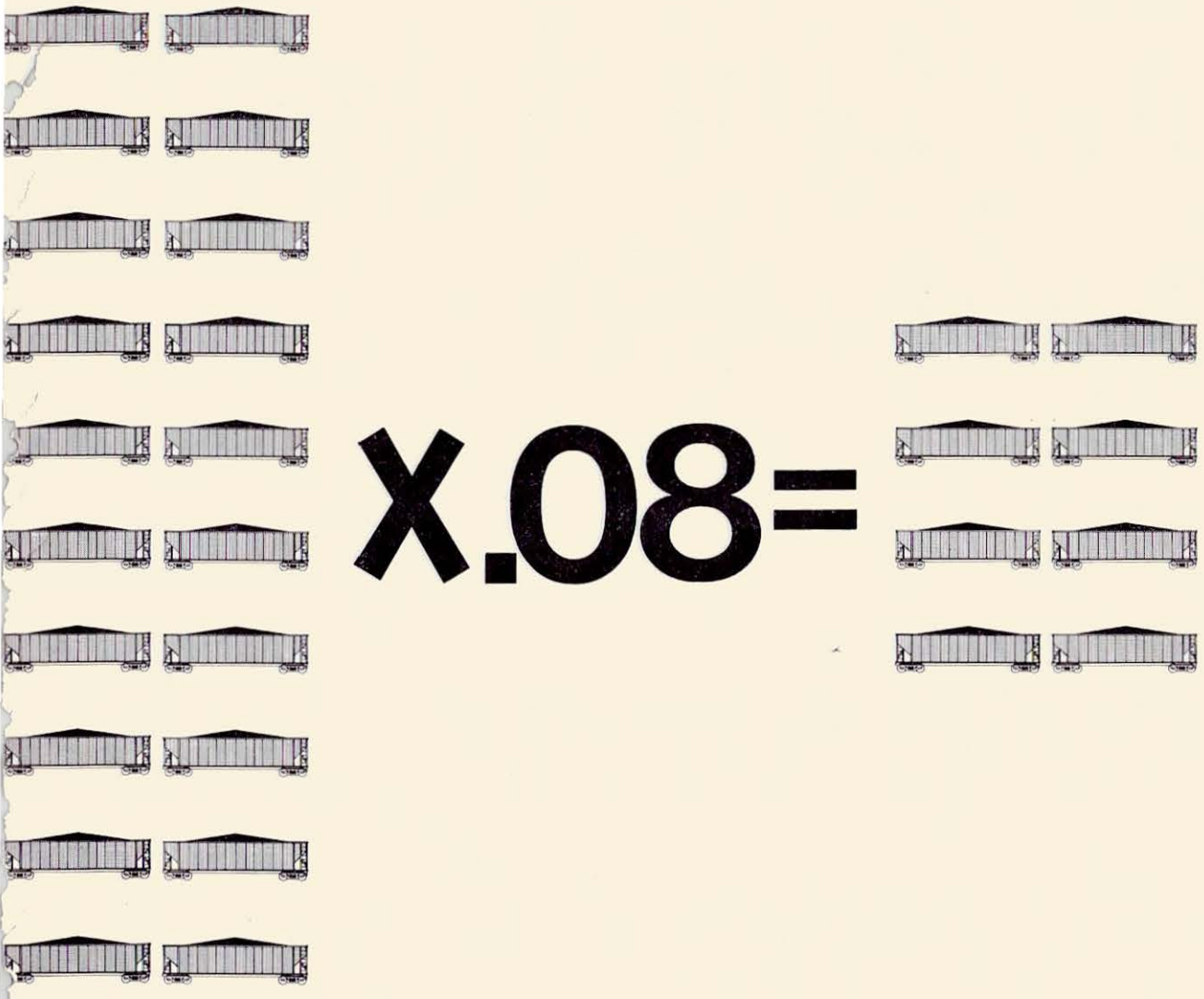


the railroads



New math:
If one 100-ton aluminum coal car carries eight extra tons, how many additional carfuls could your aluminum-bodied unit train carry?

Multiply the number of cars by .08.



Aluminum coal cars deliver more payload profit because they carry more lading. For instance, you are a shipper of coal weighing an average of 45 lb per cu ft, and you're negotiating a freight rate on a carload basis. 100-ton aluminum cars weighing 263,000 lb gross have a rated capacity of 4,800 cu ft. Empty aluminum cars weigh 47,000 lb and carry 108 tons. A steel car weighs 63,000 lb and carries only 4,444 cu ft or 100 tons.

That means you would have approximately eight percent more capacity with aluminum cars, allowing you to haul the equivalent of eight carfuls more coal in a 100-car unit train. You could make fewer trips per year with the same number of cars. Or reduce the number of cars and make the same number of trips. Any way you do it, you lower operating expenses.

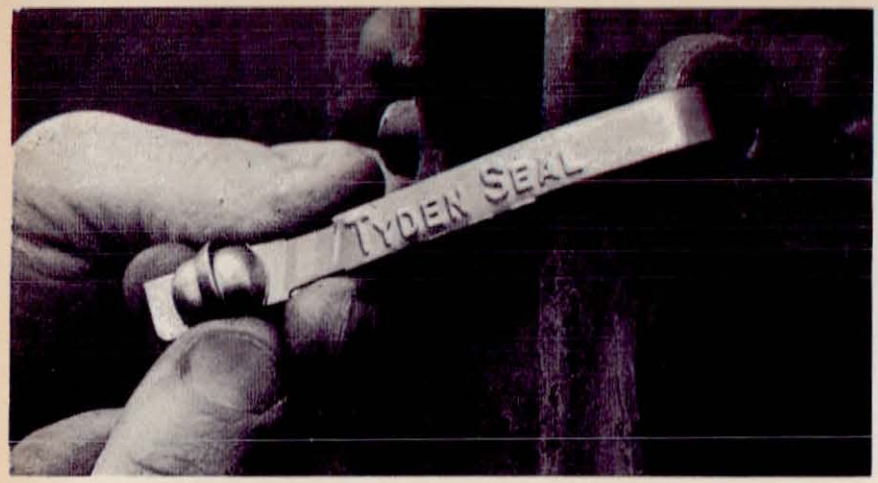
Just as important, aluminum has a much higher impact strength. Stands up better to racking strains, rotary dumping and the worst sulphur bearing coals. That's why there are Alcoa aluminum-bodied cars in coal service for 24 years still going strong.

To find out more about aluminum-bodied cars, call on the people who know aluminum best. Contact your local Alcoa sales office.

Change for the better with Alcoa® Aluminum

ALCOA

Circle 17 on coupon page 48



PROTECTING RAILROAD CARGO SINCE 1897

Being oldest is one thing. Being best is something else. Tyden is both – as more than 90% of North America's railroads testify by their exclusive use of the Tyden Seal. Should you be among the few who haven't gotten the word, please write today for free samples and details. We're not too old to move fast.

THE TYDEN SEAL COMPANY
Division of The Viking Corporation ☐ Hastings, Michigan 49058

Circle 19 on coupon page 48

The do-it-yourself boxcar.

Put your tools away. Just two hands are needed for this job. Belt rails inside the car can be snapped into an almost-unlimited number of positions to fit your product's shape. This means loads can be compartmentalized when you ship an assortment. Or double and triple decked for better space utilization, and better rates, too. Anyway you do it, the shipment is always snug and secure. Out of harm's way.

Our fleet of do-it-yourself boxcars is adaptable to most any manufactured product. No matter what its shape. Call our local salesman. Or, for our Distribution Services Brochure, write: C. R. Zarfoss, Vice President, Merchandise Freight Group, One Charles Center, Baltimore, Md. 21201.

THE C&O/B&O RAILROADS Cleveland 44101 • Baltimore 21201

Circle 20 on coupon page 48

Roland E. Poore
B&O

Gil J. Frontain
CN

PEOPLE

BALTIMORE & OHIO.—Roland E. Poore, regional sales manager, Southwest Region, Cincinnati, appointed assistant vice president—merchandise freight sales, Baltimore, succeeding **Earl E. Mountcastle,** retired.

CANADIAN NATIONAL.—J. L. Cann, general manager, Prairie region, Winnipeg, Man., appointed general manager of system corporate projects. **Colin T. Cameron,** general manager, Atlantic Region, Moncton, N.B., succeeds Mr. Cann.

Gil J. Frontain, manager, customer research department, Atlantic Region, Moncton, appointed manager of container development, Vancouver, B.C.

CANADIAN PACIFIC.—J. L. DiFruscia, assistant to general manager pricing, Montreal, appointed manager freight rates—planning, Montreal. **K. N. Murphy,** assistant manager freight rates, Montreal, appointed manager, freight rates—piggyback.

J. C. Machan, assistant chief, Department of Investigation, Montreal, promoted to chief of the department, succeeding **J. E. Belanger,** who retired Oct. 31, after over 42 years of service.

CHESAPEAKE & OHIO—BALTIMORE & OHIO.—E. Eugene Gibson, assistant treasurer, Baltimore, appointed director of property insurance there.

John Tierney, manager—special equipment, commercial development department, Baltimore, appointed manager—service and facilities development, product development bureau, commercial development department.

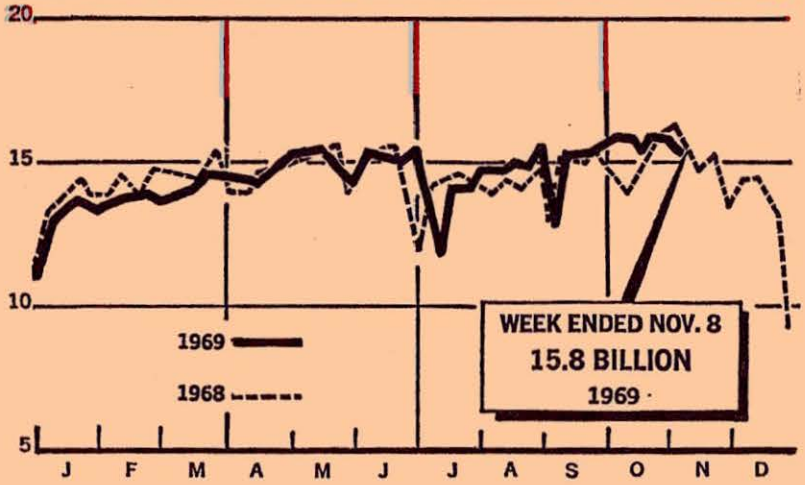
ERIE LACKAWANNA.—Stephen W. Walker appointed assistant engineer work equipment, Meadville, Pa.

MAINE CENTRAL.—Samuel P. Ruth promoted to director—car utilization, Portland, Me., succeeding **Edward D. Westcott,** retired (RA, Oct. 27, p.54). **Ralph W. Libby,** car service agent, named assistant director—car utilization, and has been succeeded by **Robert P. Nurse.**

SOUTHERN PACIFIC.—Michael C. Fulks, Jr., appointed principal assistant signal engineer, San Francisco. **John A. Robinson** appointed assistant signal engineer, succeeding Mr. Fulks. **Ralph D. Sheary,** assistant signal engineer, retired.

RAIL FREIGHT TRAFFIC TRENDS

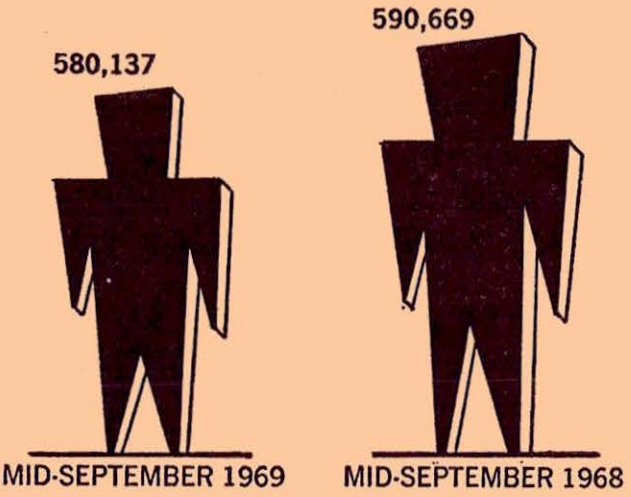
BILLION TON-MILES (Estimated)



Source: Association of American Railroads

RAILROAD EMPLOYMENT

(CLASS I LINE-HAUL RAILROADS)



Source: Bureau of Accounts, ICC.

Current Statistics

Net income, Class I roads	
Nine months, 1969	$372,000,000
Nine months, 1968	388,000,000
New freight cars on order	
Oct. 1, 1969	45,133
Oct. 1, 1968	16,124
New freight cars delivered	
9 mos., 1969	50,060
9 mos., 1968	43,066
Serviceable cars	
Oct. 1, 1969	1,361,374
Oct. 1, 1968	1,386,742

GROSS CAPITAL EXPENDITURES*
(CLASS I LINE-HAUL RAILROADS)

	First quarter 1969	Second quarter 1969	Third quarter 1969†	Fourth quarter 1969†
For road	$77.6	$121.7	$132.9	$118.2
For equipment	232.7	232.4	308.1	259.3

*Figures in millions. †Estimated.
Source: Bureau of Economics, ICC.

SHIPMENTS OF RAILROAD STEEL PRODUCTS
(SEPTEMBER AND NINE MONTHS 1969)

	NET TONS			
	September	Per Cent Change*	Nine Months	Per Cent Change*
Rails, trackwork and equipment	64,178	+75.3	825,135	+9.8
Freight and passenger cars and locomotives	175,119	+75.3	1,724,848	+12.3
Street railways and rapid transit systems	5,687	+1.2	40,948	−30.6

*Per cent change compares 1969 periods with like 1968 periods.
Source: American Iron and Steel Institute.

GROSS CAPITAL EXPENDITURES BY DISTRICT*
(CLASS I LINE-HAUL RAILROADS)

	Full year 1967	Full year 1968	First half 1969
Totals by district			
Eastern district	$ 573,010	$ 438,384	$187,671
Southern district ...	254,535	215,073	163,015
Western district	694,933	533,522	313,734
Total	**1,522,478**	**1,186,979**	**664,419**
For road			
Eastern district	162,397	152,338	66,151
Southern district ...	55,708	50,936	57,991
Western district	155,992	164,985	75,177
Total	**374,097**	**368,259**	**199,318**
For equipment			
Eastern district	410,613	286,046	121,520
Southern district ...	198,827	164,136	105,024
Western district	538,941	368,537	238,557
Total	**1,148,381**	**818,720**	**465,101**

*Figures in thousands. Because of rounding, figures do not necessarily add to totals. Actual gross capital expenditures in first half of 1969, as shown in table above, amounted to $664.4 million. That was 6.4% more than the $624.5 million spent by the same number of Class I railroads in the comparable 1968 period.
Source: Bureau of Economics, ICC.

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended Nov. 15 totaled 573,101 cars, the Association of American Railroads announced on Nov. 20. This was a decrease of 8,169 cars, or 1.4%, compared with the previous week; an increase of 17,448 cars, or 3.1%, compared with the corresponding week last year; and an increase of 210 cars, or .04%, compared with the equivalent 1967 week. Ton-miles generated by carloadings in the week ended Nov. 15 are estimated at 15.7 billion, an increase of 6.3% above the corresponding week of 1968, and 6.7% above the 1967 week.

REVENUE FREIGHT CARLOADINGS

Commodity	Nov. 8 week	Preceding week	Per cent change
Grain	30,089	30,939	— 2.7
Farm products	25,751	26,566	— 3.1
Metallic ores	42,982	42,589	+ 0.9
Coal	106,406	109,326	— 2.7
Crushed stone, gravel & sand	31,969	32,203	— 0.7
Nonmetallic minerals	10,550	10,660	— 1.0
Grain mill products	21,352	21,824	— 2.2
Food & kindred products	26,418	27,121	— 2.6
Primary forest products	24,075	25,258	— 4.7
Lumber & wood products (except furniture)	15,972	16,259	— 1.8
Pulp, paper & allied products	25,542	26,456	— 3.5
Chemicals & allied products	27,446	27,762	— 1.1
Petroleum products	11,747	11,071	+ 6.1
Stone, clay & glass products	20,953	21,720	— 3.5
Coke	9,294	9,019	+ 3.0
Metals & products	27,056	28,926	— 6.5
Motor vehicles & equipment	26,095	26,692	— 2.2
Waste & Scrap materials	15,604	15,956	— 2.2
Forwarder & shipper assn. traffic	8,343	8,876	— 6.0
All other carloads	71,770	75,935	— 5.5
LCL traffic	1,856	1,916	— 3.1
Total cars loaded	581,270	597,074	— 2.6

CUMULATIVE TOTAL,

45 WEEKS	1969	1968	1967
	24,598,289	24,624,335	24,473,122

PIGGYBACK CARLOADINGS

U. S. piggyback loadings for the week ended Nov. 8 totaled 27,511 cars, carrying 45,824 trailers, compared with 27,213 cars, carrying 44,423 trailers, in the corresponding 1968 week. Loadings for 1969 up to Nov. 8 totaled 1,171,880 cars, carrying 1,930,879 trailers, compared with 1,165,305 cars, carrying 1,898,916 trailers, in the corresponding period of 1968.

SPECIAL

● *Rohr Corp.*—The transit newcomer that won the $66.7 million San Francisco Bay Area Rapid Transit equipment order earlier this year, has made its second major move in the ground transportation field. Through an agreement reached with Societe de L Aerotrain and Bertin et Cie., Rohr has gained the rights to manufacture and market the French firm's 265-mph air-cushion ground transportation system in the United States. As part of the agreement, Rohr has acquired a 60% interest in Aeroglide Systems, Inc., a U.S. subsidiary of Aerotrain. Rohr plans to launch an intensive engineering and development program at its headquarters plant in Chula Vista, Calif., to bring about operational systems within a minimum time span. Airport-to-center-city systems will be given a particularly close look, according to Rohr. Meanwhile, in France, Aerotrain will continue R&D and testing of the air-cushion vehicle.

NEW FACILITIES

● *Chesapeake & Ohio.*—Has started operations on a nine-mile spur track built at a cost of $4,271,000 to serve a new coal mine opened by the Consolidation Coal Co. near Beckley, W. Va. C&O has also constructed a 150-car yard at the site of the new Rowland Mine. When full production is achieved, the mine will produce coal at the rate of 1.5 million tons annually.

● *Erie Lackawanna.*—Installed a SEARCH (System Evaluation and Reliability Checker) unit at its Marion, Ohio, shops at a cost of more than $253,000. The system is designed to reduce locomotive failures through early detection of electrical problems and more reliable quality-control standards in engine maintenance. The unit requires a permanent electrical harness to be attached to the locomotive tested. Twenty-eight of EL's new locomotives have been equipped and 26 others have been fitted. Three to four engines will be equipped with the harness each week until EL's entire fleet of more than 500 engines has been fitted. "The modern diesel-electric locomotive is a complex piece of machinery," commented Fred Diegtel, EL vice president-operations. "Our new SD 45 units have 1,700 wires and 600 electrical components which are very difficult and expensive to check manually. This SEARCH unit should keep our maintenance and repair ability on a par with the greater sophistication of the new engines." The SEARCH unit is manufactured by Dalmo Victor Co. of Belmont, Calif.

● *New Jersey.*—Has received a low bid of $2,072,347 from Perkins, Kanak, Foster, Inc. of Morrisville, Pa., for constructing a bridge over Penn Central tracks as the first stage of the new Trenton station. The Conduit & Foundation Corp., of Philadelphia, Pa. was the only other bidder at $2,831,408.90.

YOU OUGHT TO KNOW

CN completes tracklaying to new gas fields

Only ballasting remains to be done on Canadian National's new 60-mile line to the sulphur-producing gas plants of the Kaybob field near Fox Creek. The line is a further extension of CN's Sagudo subdivision running northwest from Edmonton. Tracklaying was done with a mobile machine on pneumatic tires. The machine is claimed to be unique on the North American continent in that it is independent of rails and can bypass obstacles. The 100-ft long tracklayer takes in steel and ties at the front end and discharges completed panels at the rear.

Frisco wins top award in ARE competition

Frisco's "All Aboard" carried off the principal award in the Association of Railroad Editors 1968-69 competition among employee publications. In addition to Frisco, judged best overall publication, five other roads received awards in specific categories of coverage: Norfolk & Western, news coverage; Illinois Central, opinion; Southern Pacific, features; Canadian Pacific, graphics; and Rock Island, presentation of basic employee-interest economic information.

Chet Dilley heads AAPTO for 1969-70

New president of the American Association of Passenger Traffic Officers is C. C. (Chet) Dilley, Milwaukee Road's general manager-passenger services and director-public relations and advertising. Other officers elected at AAPTO's 106th annual meeting. Vice president, P. G. Edwards, system manager-passenger sales, Canadian National; executive committee chairman, W. L. Millar, director-passenger sales, Penn Central; and secretary-treasurer, R. C. Buckingham, assistant to the president, The Pullman Co.

John Emery dies; ex-RA editor, air cargo pioneer

John C. Emery, a former associate editor of Railway Age who founded the world's largest air-freight forwarding company, died Nov. 15 of a heart attack at his home in New Canaan, Conn. He was 67. Emery worked intermittently as a railroad clerk before joining the staff of Railway Age in 1922. He served with this magazine until 1935. At the outbreak of World War II he was with the Railway Express Agency. As executive officer of the Navy's Transportation Division during the war, Emery devised an air cargo forwarding system. Unable to persuade Railway Express to enter air-freight forwarding after the war, Emery formed his own company. The 1969 sales of the Emery Air Freight Corp. are estimated to be more than $100 million.

8,000-trailer plant planned by Trailmobile

Trailmobile division of Pullman Inc. plans to purchase 130 acres of land in Charleston, Ill., for construction of a plant that will ultimately turn out 8,000 trainers a year. The site has been optioned and final purchase negotiations are under way. Under present plans, production of van-type trailers for highway and rail piggyback service is to begin Jan. 1, 1971. The plans call for a 278,000-sq-ft main production building, a 22,900-sq-ft paint shop, an 8,000-sq-ft maintenance building, and an 8,000-sq-ft administration/office building.

ICC authorizes short-term notes for Penn Central

Penn Central has obtained ICC permission, with a warning, to pay off past capital expenditures totalling $717.9 million through the issue and sale of short-term unsecured commercial paper notes not exceeding $50 million outstanding at one time. The issue is limited to two years, with this warning: "The exhaustion of short-term credit to refinance maturing long-term debt or to finance long-term capital expenditures could expose a carrier to a serious crisis in the event of an economic squeeze, at which time a carrier may require short-term financing for traditional use. We are, therefore, concerned about the use of short-term financing for long term purposes and feel that where necessary it should be resorted to cautiously."

SUPPLY TRADE

J. Frederick Warren, sales administrator, **L. B. Foster Co.,** Toronto district, has been named corporate marketing communications manager, Pittsburgh, Pa. He will be responsible for corporate advertising, direct mail, sales promotion and public relations.

Jim Brown has been appointed vice president-sales for trailer and container leasing services, **General Transport Equipment Co., Inc.**

Donald J. Schwall has been appointed vice president, Railroad Service Division, **Intermodal Transportation Systems, Inc.** The new division will have headquarters at 235 Peachtree Street N.E., Atlanta, Ga.

Christian E. Everson has been appointed special traffic representative—railroads, **American Export Freight, Inc.,** agent for **American Export Isbrandtsen Lines, Inc.** Mr. Everson was formerly with the **Jersey Central,** and has had almost 45 years of railroad experience.

Richard D. Green, district manager, Detroit office, **American Export Freight, Inc.,** has been appointed New York general cargo sales manager.

Frank A. Johnson, freight traffic representative, Norfolk, has been appointed Southeastern regional sales manager.

Richard A. Strouce has been appointed vice president-U.S.A., **Integrated Container Service, Inc.,** New York. Mr. Strouce will be responsible for ICS operations in both North and South America, including regional offices in New York, Chicago and St. Louis. Mr. Strouce has had extensive consulting experience in the transportation field and was previously with **McKinsey & Co.**

Michael E. Uremovich has been named general manager, **THRUTAINER Division, Universal Carloading & Distributing Co.,** New York, with responsibility for operations, sales and marketing programs. He was formerly assistant to the president and manager of operations, **Integrated Container Services, Inc.**

Count Bertil O. Bernadotte has been appointed European manager, THRUTAINER service at Torstenssonsgatan 3 Stockholm, Sweden. He was formerly vice president of international development, Integrated Container Service, Inc. Count Bernadotte will coordinate the sales, marketing and operations effort of THRUTAINER agents in Denmark, Belgium The Netherlands, West Germany, France and England.

Kenneth W. O'Neil has been named a sales representative, New York District, **Shippers Car Line division, ACF Industries.** He was formerly new tank car representative, order and inquiry section, sales department.

Michio Emi has been appointed regional manager of the newly opened Japanese branch office of **SSI Container Corp.,** subsidiary of **ITEL Corp.,** at Imperial Mansion Building, 1-5-2 Kojimachi, Chiyodaku, Tokyo. **Smyth International** has been appointed agent in Hong Kong and **Charles Coulson (Transport) Pty. Ltd.,** has been named agent in Australia, with offices at Melbourne and Sydney. SSI leases cargo containers to railroads, truck lines and ocean carriers.

J. Frederick Warren
L. B. Foster

Jim Brown
General Transport

Richard E. White, manager marine sales, **Shell Oil Co.,** New York, has been named manager, Railroad Sales Department, succeeding **W. C. Landis,** who will retire Feb. 1, 1970, after more than 30 years of service.

Raymond J. Wilcox has been appointed vice president—operations, Industrial Systems Group, **Rohr Corp.,** Chula Vista, Calif. He will direct activities of the Rapid

THE
sea view

One of America's truly superior hotels. Private ocean beach and cabanas. Superb cuisine. Modified American or European Plan. Individual rooms and suites. Garage and servants' quarters on premises. Accommodations by advance reservation only. Address inquiries to G. S. Pickard, General Manager.

On the Ocean, Bal Harbour
MIAMI BEACH

SOS *roll straightening service*

New, low-cost, on-site way to recondition core-damaged rolls

of paper-board-metal coils in your own plant or warehouse

Before
After

We Come to YOU!

brammall inc. *one of the O'Connor Industries*
Box 208, Angola, Indiana 46703 (219) 665-3176

Circle 21 on coupon page 48

Transit division, among other divisions.

Thomas C. Best has been apponted divisional director of production planning, **National Casting Division, Midland-Ross Corp.** He will work closely with the general sales manager and with the superintendents of the Sharon (Pa.) Works and National Castings plants in the Chicago area.

J. Donald Presley Jr., territory manager, industrial products, **Parker Hannifin Corp.,** Cleveland, Ohio, has been promoted to railroad sales specialist. Mr. Presley will be responsible for servicing the eastern railroads in relation to Parker hydraulic and pneumatic components.

Elford L. Wall has joined **Railroad Accessories Corp.** as sales and service representative, Pleasanton, Calif., after 20 years in the Signal Department, **Western Pacific.**

Long Supply Co., Mt. Prospect, Ill., has been appointed distributor sales and service representative, for RACO products in the midwest.

Albert A. Hasse has been named western regional sales manager, **Transportation Division, General American Transportation Corp.**

INDUSTRIAL TRAFFIC

John D. Hood has been appointed general traffic manager, **Hyster Co.** with headquarters in Danville, Ill. Mr. Hood was formerly supervisor of traffic, **Hotpoint Division, General Electric Co.,** in the Chicago area.

Donald B. Taylor has been elected president, **Master Transportation Computing Corp.,** Minneapolis, Minn., succeeding **Dr. Frederick Manzara,** resigned. He was previously vice president, Taylor-Anderson division.

Dwight Long has been appointed manager of transportation, **Velsicol Chemical Corp.,** Chicago.

Kenneth W. Ingleby has been appointed traffic manager, Mining Machinery Division, **Eimco Corp.,** Salt Lake City, Utah, succeeding **Don H. Urry.**

Harold K. Cameron has joined **Alton Box Board Co.** as assistant to the traffic manager, Alton, Ill.

L. J. Rogers, director of offshore transportation and distribution, **Weyerhaeuser Co.,** Tacoma, Wash., retired Oct. 31, after 36 years with that company. The domestic and offshore transportation and distribution functions have been consolidated under **William L. Bush,** who has been promoted to corporate director of transportation and distribution.

Mr. Shipper:

LEHIGH VALLEY'S APOLLOS 1 AND 2 piggyback service can save you time (and that's money) to points between New York and Chicago . . . and West. It's fast, flexible, dependable. Both trailers and containers are handled. Swift terminal handling — consistent one hour "grounding."

—Lehigh Valley Railroad

Wm. H. Coachys, Mgr., Rail Trailer Sales, 140 Cedar St., New York, N. Y. 10006, Tel.: (212) 227-5400.

Circle 22 on coupon page 48

DIFFERENTIAL AIR DUMP CARS

CARRY MORE - WEIGH LESS!

MAINTENANCE OF WAY . . . ideal for ditching, rip-rapping, widening banks, and power shovel work.

REVENUE SERVICE . . . fast economical bulk handling for unit train or fast turn-around applications.

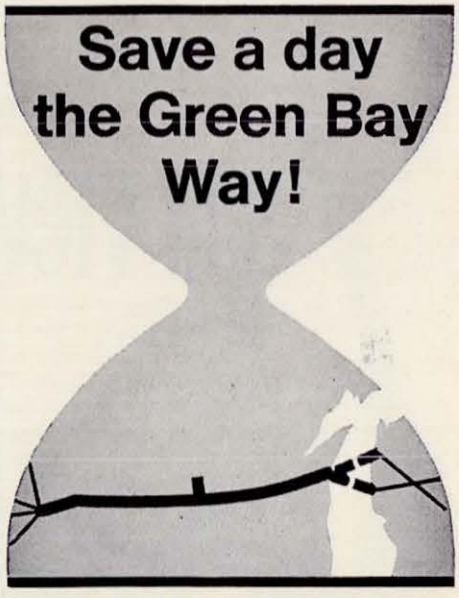
8-second dumping — all-welded construction — sizes to 70 cu. yds.

Write for bulletin D-59

DIFCO, Inc. Box 238, Findlay, Ohio 45840, U.S.A. Ph. (419) 422-0525

Circle 23 on coupon page 48

Save a day the Green Bay Way!



Here's a fast, direct East-West route offering you seven connections. You by-pass congested cities and terminal delays. Frequent, all-weather train ferry movement across Lake Michigan.

GREEN BAY ROUTE — GREEN BAY AND WESTERN RAILROAD

Circle 24 on coupon page 48

Advertisers Index

ACF Industries, Inc. 34-35
Aluminum Company of America 50-51
Brammall Industries, Inc. 57
C & O/B & O 52
Cardwell Westinghouse Co. ..... IFC
Difco, Inc. 58
FreightMaster 10-11
General American Transportation Corp. 46-47
General Steel Industries, Inc. ..... BC
Great Northern Railway Company 42-43
Green Bay & Western Railroad Company 58
Kansas City Southern Lines 16
Kemlite Corporation 3
Keystone Railway Equipment Company 38-39
Lehigh Valley Railroad 58
Magnavox Systems Inc. ..... IBC
Miner Div., W. H. 6
Missouri-Kansas-Texas Railroad Company 4
Railway Educational Bureau 59
Sea View Hotel, The 57
Southern Railway System 40-41
Standard Car Truck Co. 24
Sylvania Electric Products, Inc. 13
Timken Roller Bearing Co., The 20-21
Tyden Corporation, The 52
United States Gypsum Co. 17
United States Railway Equipment Company 33
United States Steel 14-15

Study LOCOMOTIVE ELECTRICAL EQUIPMENT MAINTENANCE in spare time at home

"Joe" is the one who usually comes up with the right answer when there is a problem, so he's the man the other fellows respect. Such knowledge sooner or later always adds to the pay check, and too, pays off in greater job satisfaction and personal pride. And who can put a dollar value on that?

You can be such a man by taking this two-year course for mechanical department employees who would like to know more about locomotive electrical equipment maintenance and repair. Two lessons a month, in simple, non-technical language, guide you swiftly to a better working knowledge of the subject. Your lessons are graded by instructors who give individual, personalized advice as needed. The cost is low and payable in monthly installments. For full information, return coupon.

RAILWAY EDUCATIONAL BUREAU
1809 Capitol Ave., Omaha, Neb. 68102
Send full information on locomotive electrical equipment maintenance home study course.

Name .....
Address .....
City, State, ZIP .....
Railroad .....
Job Title .....
RA-11/69

IF YOU ARE MOVING . . .

ATTACH ADDRESS LABEL HERE
We need 5 weeks notice before change of address becomes effective. Attach mailing label here (but in any case give us complete old address) and write new address below. Mail to:
RAILWAY AGE
P.O. Box 961 **Bristol, Conn. 06010**

Name .....
Address .....
City, State, ZIP .....

USABLE SECOND-HAND RAILROAD CAR REPAIR PARTS
IRON & STEEL SCRAP
RAILS & ACCESSORIES
PLANT DISMANTLING
RAILWAY EQUIPMENT LEASING
RAILWAY CAR PARTS & SUPPLIES
RAILWAY CARS

THE PURDY CO.
Executive Office—
2400 W. 95th St.
Chicago, Ill. 60642—329-9320
BRANCH OFFICE & YARDS
MADISON, ILLINOIS
OAKLAND, CALIF.
LONG BEACH, CALIF.
BELLEVUE, WASHINGTON

HAVE A HEART SUPPORT YOUR HEART FUND

"LUXURIOUS PRIVATE CAR"
All Steel. Good mechanical condition. Completely acceptable for interchange and all regular passenger service. Interior in excellent condition. French fumed oak. Indian carpeting. Fully equipped with silverware, china, linens, etc. $50,000. Send $2.00 for floor plan. Railway Age, Box 50A, 30 Church St., New York, N.Y. 10007

Midwest small Class I Railroad requires Supervisor of Track Maintenance. Position offers challenge and opportunity for individual growth. Desire that applicant have some college as well as field experience. Direct replies to Box 259 Railway Age, 29 E. Madison St., Chicago, Ill. 60602.

Position available on staff of Chief Engineer. Applicant with some college can obtain varied experience with this small Class I Railroad in Midwest. Reply to Box 260, Railway Age, 29 E. Madison St., Chicago, Ill. 60602.

Major Midwestern railroad has immediate vacancies in Engineering-Maintenance of Way Department in the following positions:

Civil Engineers.

Assistant Division Engineers.

Track Supervisors.

Assistant Engineers.

Good salaries, plus liberal fringe benefits. Send resumé in confidence to Railway Age, Box 49, 30 Church Street, New York, New York, 10007.

An Equal Opportunity Employer.

Advertising Sales Department

Chicago, Ill. 60602
29 E. Madison St.
(312) 641-5815
C. James Fisher—vice president—sales
Kerry F. Sheeran—regional vice president
John M. Brennan—regional sales manager
William J. Lyneis—district manager

New York, N. Y. 10007,
30 Church St., (212) 964-3060
W. Arthur Cubbage—regional sales manager
Charles E. Keil—regional sales manager

Lakewood, Ohio 44107,
12700 Lake Ave., Apt. 1302
(216) 226-8038
Harry H. Melville—vice president

Pittsburgh, Pa. 15219, Room 1230,
(412) 471-7871
Frick Building
Ronald M. Giallonardo—regional sales manager

Dallas, Tex. 75206
Noel Page Building
6400 N. Central Expressway
(214) 361-6972
Joseph Sanders

Los Angeles, Cal. 90025
11704 Wilshire Blvd.
(213) 477-4004
Fred Klaner, Jr.

San Francisco, Cal. 94133,
515 Pacific Ave.
(415) 421-7004
Lewis A. Vogler & Co.

London S. W. 1, England
01-839 6318
67/68 Jermyn St., St. James's
Max F. Holsinger, Peter Clifton, Alan Berg

Manchester 22, England
Haletop
Wythenshawe Civic Center
Ian Goulden

Paris, 8e, France
70 Rue de Ponthieu
Stephen Brown-Joussard

4 Düsseldorf-Rath
Eitelstrasse 32
Max F. Holsinger, E. Hillerbrand, Herbert Haibt, Reinhard Schomburg

Tokyo, Japan
Sun Gain Shia, Ltd.
Shiba Nikkatsu Bldg.
13, Shiba Park
Minato-Ku
C. H. Yiu, Managing Director

VIEWPOINT

But what about the year 2000?

Let this much be said for Washington: It is not ignoring transportation.

Congress continues to take long, searching looks at yesterday's railroads. The Department of Transportation continues to build tomorrow's highways and blueprint the day after tomorrow's jetports. The ICC continues its struggle to preserve competitors (if not always competition).

All of this takes place in a veritable blizzard of statistics. Ton-miles, passenger-miles—you name it, and there's someone in Washington who will find it, twist it, and go riding madly off in all directions with it.

But there is one statistic, suggests C&O/B&O Vice President Owen Clarke (himself a former ICC member), that is not getting nearly enough attention. It is simply this: *A new American is born every eight and a half seconds.* By the year 2000 there will be 360 million Americans clamoring for goods and services.

Transportation's role in meeting these demands, as Mr. Clarke noted in a Nov. 15 address at the University of Missouri, will be one of awesome proportions.

"In serious question is our ability to fulfill that responsibility," he warned.

There is an answer, suggested Mr. Clarke, and it is not to be found in any of the frenetic, fragmented activity now taking place in Washington. Instead:

"We must offer this nation distribution techniques that match its need . . . Choosing from the inherent advantage of every mode of transportation—the low costs of rail and water operations, the flexibility and tailored service of motor carriers, and the speed of airlines —we must be free to combine these inherent advantages into truly coordinated services.

"*Distribution must replace transportation in our vocabularies.*"

Mr. Clarke's eloquently reasoned plea for the creation of intermodal transportation (or distribution) companies is not new. As he points out, the prestigious Doyle Report, which pleaded for the establishment of such companies in the strongest possible terms, has been gathering dust for almost a decade, the victim of petty intermodal rivalries: "And still, here we are—each mode is still pouring its capital into the building of wastefully duplicate facilities, and each company is still striving to outdo the other while the future pours in around us."

A PROPOSAL FOR MR. NIXON

A way out proposal is suggested by the title of Mr. Clarke's address: "Bring Us Together." That, of course, is the Nixon Administration's self-proclaimed working slogan.

To President Nixon we respectfully submit the following proposal:

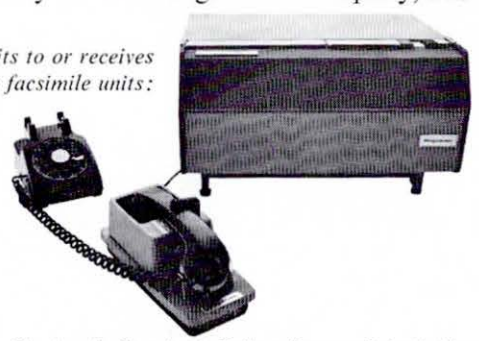
Appoint a high-level, impartisan group to study the future needs not of the various modes, but of tomorrow's 360 million. Call it Transportation Task Force 2000.

Maybe—just maybe—it could bring the transportation modes together for the common good.

"This just came by phone"

The document in this secretary's hand was thousands of miles away, or across town, just minutes ago. Her phone and Magnafax® 850 can put it in your hands *now*. Magnafax 850 makes the talk telephone the print telephone. Transmits any document. Actually receives on ordinary paper. You rent Magnafax 850 for a couple of dollars a day. Installation? Plug it into an electric outlet. Like the girl above, your secretary can operate it without training. For a demonstration in your office, send a short note on your letterhead, or call. Magnavox Systems, Inc., a subsidiary of The Magnavox Company, 270 Park Avenue, New York, N. Y. 10017.

Magnafax® 850 transmits to or receives from the following facsimile units: Magnafax 840, the Telecopier®, Telecopier® II* and the Magnafax militarized unit.*



**Telecopier is a registered trademark of the Xerox Corporation*

MAGNAVOX SYSTEMS INC OFFICES: Atlanta, Baltimore, Boston, Cape Kennedy, Chicago, Cincinnati, Cleveland, Dallas; Denver; Detroit; Houston, Huntsville; Kansas City; Los Angeles; Minneapolis, New York City; Philadelphia, Pittsburgh, St. Louis, San Francisco, Seattle; Washington, D.C

Circle 2 on coupon page 48

THE BIG-LOAD SPECIALISTS

MEMBER RPI

GSI Heavy-Duty Cars

It takes a unique combination of cast steel and GSI designing skills to build a car that's rugged enough to handle today's jumbo loads.

GSI Heavy-Duty Cars have it! Depressed center cars, well cars and high capacity flats.

The one-piece cast steel underframe gives you the extra strength with minimum weight. GSI experience makes it possible.

GSI Big-Load Specialists are available to meet the full range of lading requirements . . . in capacities up to 500 tons. Bigger ones are coming!

Circle 3 on coupon page 48

GENERAL STEEL INDUSTRIES INC.

CASTINGS DIVISION | GSI

Granite City, Ill. • Philadelphia, Pa. • San Francisco, Calif.